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SOAP

A MONTHLY MAGAZINE
for Manufacturers of Soaps of all Kinds,
Disinfectants, Household Insecticides, Clean-
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VOLUME TWO

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SOAP

*A Monthly Magazine
for Soapmakers*

Vol. II

JANUARY, 1927

No. 5

Of What Use Is Prosperity?

THE economic picture of 1927 has already been painted by the experts and fitted to the frame. All in all, it is not bad to look upon. The general prediction for the year appears to be for a continuation of generally good business, although the assurance that it will be as good as 1926, is evidently expressed nowhere with a great deal of conviction. The possibility of smaller profits and talk of cheaper raw materials during 1927 are referred to, although the evidence of this prior to the close of 1926, may have had some influence on the predictions.

That 1926 was one of the best business years since the war, is agreed. Bank clearings gained over ten billion dollars, employment was plentiful, railroad earnings jumped over \$200,000,000, and money was in good supply. All of this went to make prosperity. With the exception of one or two agricultural groups, there was plentiful spending in almost every stratum of the country's population. This went to make good business.

Manufacturers within the soap industry who found that their gross sales for 1926 did not measure up to the general level of business activity, must look within their own organizations for the trouble. It most certainly did not lie in the condition of general business. The same thought can also be applied to the soap industry as a whole. With probable gross sales in 1926 of perhaps \$325,000,000, the ratio of increase as compared with the 100 per cent rise in the average of all wage levels, and the great increase in the number of wage earners and money spenders during the past ten years, is nothing to brag about.

Of what avail is general prosperity to the soapmaker if a proportionate share of additional money spent by the country does not get into the channels of the soap industry? If flooding the country with great bulk of cheap prod-

ucts has not accomplished this in the past, is it likely to do it in the future? In this present prosperity, is not the country ripe to use higher grade, higher priced soaps more generally? Where is the two dollar hat of yesterday? Replaced by the five dollar hat. Where is the ten cent soap of ten years ago? Now selling three for a quarter.

More money is being spent for the necessities and luxuries of life in America than ever before. The soap industry is not getting its share of this money. In this time of good business and general prosperity, this looks like a very logical problem to attack during 1927.

Watch Your State Legislature!

BEGINNING this month, the legislatures of some forty-four states throughout the Nation will convene up until midsummer, according to an announcement sent out by the Insecticide & Disinfectant Manufacturers Association. Twenty-four of the legislatures opened their sessions during the first week of the new year. These included California, Idaho, Montana, Ohio, Tennessee, Delaware, Minnesota, Nebraska, North Dakota, Pennsylvania, Rhode Island, South Dakota, Oklahoma, Colorado, Connecticut, Illinois, Maine, Maryland, Massachusetts, Missouri, New Hampshire, New York, North Carolina, Vermont, and Washington.

Twenty-four state legislatures are in session, grinding out all sorts of legislation, good, bad and indifferent. Many ignorant and misinformed legislators will introduce bills of which they do not know the true meanings. Some will be introduced out of malice and others for plain blackmail. No matter what the motive, it is safe to say that there will be a good crop of bills which will aim to "regulate" those industries which use, manufacture, and sell products of a chemical nature. Anything of a chemical nature to the ignorant is dangerous and in need

of "regulation." That there will be bills affecting the disinfectant, soap, cosmetic, insecticide, drug, and similar industries is likely.

It is easier to spike a gun before it is shot than to knock down the bullet from mid-air. Manufacturers must watch the activities of their state legislatures and fight unjust bills before they are introduced if possible. A vigorous protest *in advance* to your own legislator and to all others with whom you are acquainted, having others in your state in the same line of business do the same thing, and using every local influence within your command, are the best methods of blocking off improper legislation.

Inspection of numerous state bills of all kinds shows that nine out of ten which are of a technical nature, are introduced in plain ignorance. Local legislators like to play to the gallery. They are frequently set aflame by inaccurate newspaper stories and editorials. They do things without knowing why or what they are doing. These are the kind of laws which must be killed before they are even born. No one manufacturer can do it alone; neither can an association. It requires united action. Watch your state legislature and *act* if the occasion requires it.

Make the Soap Census Complete

AN ANALYSIS of the soap industry as recently issued by the Bureau of the Census based on the figures for 1925, is sufficiently erroneous to give a warped view of the soap industry. Through no fault of the Bureau of Census, which is doing a rather good job in many of its surveys of American industry, the census of the soap industry is far from complete. The same general group of manufacturers are covered apparently in the 1925 survey as in 1923. This, however, does not represent the entire soap production of the United States.

The 1925 soap census gives the number of plants manufacturing soaps as 266. This figure is actually between 700 and 750. The figure of the Census Bureau includes only those plants which supplied the Bureau with data. In spite of the fact that census information must be supplied, according to the Census of Manufactures Act of March 3, 1919, a great many manufacturers, either through ignorance of the law or in defiance of it, do not give their production figures.

In the United States today, there are several hundred firms whose soap production is more or less secondary to some other line. This production, however, runs into large tonnage

and is worth many thousands of dollars. In some cases, it is toilet and laundry soaps, but more often is comprised of textile soaps, scouring and cleaning compounds, auto soaps, liquid soaps, medicinal soaps and various modifications of soft and paste soaps. The complicated intertwining of the disinfectant, laundry supply, textile supply, hospital supply, toilet goods, drug, grocery, chemical, and other industries with certain kinds of soap manufacture, makes this readily understandable.

Although there have been a number of changes in classification of various items in the soap census which makes it difficult to compare the figures from year to year, one thing is apparently emphasized by the 1925 survey as far as it goes. A larger actual production of soap is being sold at lower prices. This may be due to a preponderance of manufacture of the lower grade goods, but it very probably is the result of plain price-cutting due to keen competition or ignorance of true costs. In all its incompleteness, if the census does nothing else but impress this fact on the consciousness of the industry, it will have served a good purpose.

The soap census will be taken again to cover 1927. Why not cooperate with the Bureau of the Census and make the next survey a genuinely accurate and complete report?

In a special effort to keep interest alive until the end of the convention the National Association of Cleaners and Dyers plans to have numerous prizes, which will be drawn for on the last day of the coming meeting, scheduled for January 17 to 20, at West Baden, Ind. The members of the Allied Trades Association will furnish these prizes. Armour & Co., Darco Sales Corp., Davies-Young Soap Co., Eaton-Clark Co., J. B. Ford Co. and the Foree Products Co. have all agreed to donate substantial quantities of their products, to be used in this connection.

The German soap industry has not had a particularly good year, according to reports, sales at home having fallen off and exportation having been next to impossible. Even so, comparatively little unemployment has been noted.

Olive oil production for 1926 was some eighteen per cent under the figures of 1925, according to the International Institute of Agriculture, after a survey of some 75 per cent of the producing regions of the world.

The Outlook in the Raw Material Markets

How Developments of 1926 in Chemicals, Fats, Oils and Essential Oils May Influence Conditions in 1927



GLIMPSE at the figures for a couple of dozen leading soap and allied raw materials for the past two or three years, indicates that prices at the opening of 1927 were some five per cent under those of a year ago. On the average, the soapmaker is paying five per cent less for his raw materials now than last year, but is also paying seven per cent more than he did in January, 1925. Compared with these figures for soap materials, general commodity prices dropped off about four per cent in 1926. In this respect, the soap and allied industries had a one per cent advantage in costs over prices generally.

A roughly calculated index gives the average soap raw material cost figure for January, 1927, as 148. This compares with 138 in January, 1925, and 156 in January, 1926. The products which apparently had the greatest influence in determining these figures were the fats, greases, and oils, which rose in 1925 and slumped off sharply through the last four months of 1926. Rosins with their sharp rise of 1925 and continued high prices in 1926 were also an important factor. Spectacular price movements in a few of the essential oils, both upward and downward, contributed their share. In chemicals, stability of price was greatest. There were few changes which had any great influence on the cost index.

The closing months of 1926 saw a general downward movement of most all com-

modity prices, including soapmaking raw materials. Those products which resisted the general movement, remaining stationary or advancing, were the exception. The decline, however, was not sharp enough to cause any great excess of weakness selling

and was, on the whole, extremely orderly. Good business was transacted in most raw materials throughout the period of the decline as it was quite apparent that activity among consumers kept them in the market a great deal of the time and forced them to cover raw material needs in spite of the expectation of lower prices. One or two groups saw a pronounced slowing down in buying due to the downward trend of prices. This was particularly true in essential oils and some chemicals.

It is a continuation of this situation which faces the raw material markets

with the opening of 1927. Consensus of opinion among economic experts apparently indicates that a downward trend should continue in raw material costs during the first half of 1927 at least. However, the action of the market for fats and oils during the first week of the new year wherein a fairly general advance in prices was recorded with not a great deal of buying, is certainly not in line with these expectations. Apparently the financial position of producers and sellers in all lines is sufficiently strong to enable them to resist too great or

How the Markets Compared

How the markets for various raw materials opened the past three years, 1925, 1926 and 1927. Prices are for large quantities on basis usually sold:

| | 1925 | 1926 | 1927 |
|----------------------------|------|-------|-------|
| Acid Cresylic, gal. | .78 | .62 | .60 |
| Ammonia Water, lb. | .06½ | .04 | .03 |
| Caustic Potash, lb. | .07½ | .07½ | .07½ |
| Caustic Soda, 76 con. | 3.10 | 3.10 | 3.00 |
| Soda Ash, light, con. | 1.38 | 1.38 | 1.38 |
| Rosin, F. bbl. | 7.55 | 13.95 | 12.50 |
| Coconut Oil, lb. | .11 | .12½ | .08½ |
| Cot's'd Oil, P.S.Y. | .11¼ | .10½ | .08 |
| Olive Oil Foots, lb. | .09¼ | .09 | .10 |
| Palm Oil, Niger, lb. | .08½ | .08½ | .07½ |
| Whale Oil, Bichd. gal. | .78 | .75 | .80 |
| Tallow spec. loose, lb. | .08 | .10½ | .07½ |
| Menhaden Oil, gal. | .57 | .55 | .47½ |
| Stearic Acid, T.P., lb. | .12¼ | .15¼ | .14 |
| Glycerin, Dyn. lb. | .18 | .22 | .27 |
| Grease, House, lb. | .06¼ | .09¼ | .06½ |
| Oil Anise, tech. lb. | .55 | .65 | .57 |
| Oil Bergamot, lb. | 3.75 | 5.35 | 7.25 |
| Oil Citronella, lb. | .75 | .47 | .35 |
| Oil Geranium, Bourbon, lb. | 7.00 | 3.75 | 2.75 |
| Oil Lavender, lb. | 4.50 | 5.00 | 4.00 |
| Terpineol, lb. | .45 | .30 | .35 |
| Pine Oil, light, gal. | .65 | .65 | .70 |

too prolonged a downward movement in prices.

Although there has been a rally in some markets with the turn of the year, sight cannot be lost of the fact that production of raw materials generally is very close to the peak. Receipts of most imported materials have been heavy. To balance this condition, there has been a steady and record-breaking consumption of raw materials. Of course, where the production of material has shown the increase such as that recorded in the cotton crop this year, it is only to be expected that the effect would influence all markets of competing or allied products. As long as consumption can continue to take up large production as it has during the year past, there is little cause for a break. The slight decline in commodity prices in 1926 is perhaps little more than a registration of a small excess of production as compared with consumption. As long as this excess does not become too large, a sharp drop in prices is not likely. There is one indication, however, which is distinctly not any too favorable in this respect. This is a decline of three per cent in total exports in 1926. If a reduction in this quarter becomes marked, it is liable to reflect seriously in several directions. As conditions in Europe improve, and they improved greatly in 1926, resistance in export channels will naturally become greater. This will have to be reckoned with in the raw material markets.

Alkali Consumption Heavy

WHEN the figures for 1926 are completed, it is likely that they will show a record in caustic soda and soda ash consumption for peace time in this country. Although production was increased in one or two quarters, the increase very probably gave the manufacturers an economic advantage in costs. That a slight reduction in alkali prices was to be expected in 1927, was the opinion six months ago. This reduction was realized when 1927 contract figures were issued for caustic showing a reduction of ten cents per hundred. Total production for the year was probably 600,000 tons in the U. S. In the soap industry, consumption of alkalis was probably at high levels last year and continues thus. The soap-maker continued to be the single largest industrial customer for caustic soda in 1926.

Caustic potash was in the limelight as the year closed. Several American sources were sold up and could not take new business. Consumption was heavy throughout the year and a definite shortage of potash devel-

oped. Predictions for higher prices with the new year were not openly realized although premiums were paid for goods during the first week of January. Europe advanced prices on Dec. 1 and the advance is expected to follow in the United States. This has been held up chiefly by an involved situation in German potash circles, but both American importers and manufacturers will have to follow it as soon as it is made. It would not be surprising to see a definite level established through 1927 some ten per cent above 1926 figures.

Cottonseed Breaks Oil Market

OF outstanding interest, in the 1926 market developments among fats and oils, was the sharp break in cottonseed oil prices, in September, following definite reports from the Government indicating a crop of even greater size than that of the previous season, which was considerably above normal. This of course carried related products down and practically the entire list is considerably lower than a year ago. The only important items to show any advance have been olive oil foots and olive oil. After almost eight months of routine developments, short supplies and bullish sentiment in producing centers caused sharp increases in the prices of these products. With advancing exchange these increases have been sustained through the closing months of 1926 and even higher prices have resulted.

The year 1926 opened quietly, with buyers showing little other than routine interest in the market. Toward the close of January and early in February stronger buying sentiment developed and strengthened the market somewhat. This was short lived, however, and until April consumers were taking supplies largely on a hand to mouth basis. Increased interest developed then and continued to mount until the summer months caused a general slackening in business. The trade was looking to a good fall season and, with better business early in September, the market re-established itself. Then, on September 16, the Government published a cotton crop estimate, indicating that a bumper crop was being picked, and prices throughout the entire list came tumbling downward. With each succeeding report the crop loomed larger and prices slipped farther. The last report, published in December, placed the crop at over 18,600,000 bales, although some observers expected that late unfavorable weather conditions might keep production below that figure.

An indication of how prices have fared generally may be had in considering cottonseed oil, which opened the year at 11c for spot P. S. Y., went as high as 15 $\frac{3}{4}$ c at one time and then dropped from 13 $\frac{1}{4}$ c to between 8c and 8 $\frac{1}{2}$ c a pound at the close of the year. Coconut oil, in tank cars at the Coast, was at 9 $\frac{1}{4}$ c a pound in January, ranged between that figure and 10c until September and then went as low as 7 $\frac{3}{4}$ c, registering a gain to 8 $\frac{1}{4}$ c in the last month of the year. Palm oil moved within very narrow limits, during the first eight and a half months of 1926, prices for spot Niger ranging between 8 $\frac{1}{4}$ c and 8 $\frac{3}{4}$ c. Sales down to 7c were reported late in the year, with 7 $\frac{1}{2}$ c generally named at the close. Tallow, which moved from 8c to 8 $\frac{1}{2}$ c, until the general crash, sold as low as 7 $\frac{1}{4}$ c f.o.b. works, recovering to 7 $\frac{1}{2}$ c near the end of December.

Olive oil foots and olive oil, the only oils of importance in soap manufacture to finish the year strongly, closed at 10c a pound and \$1.50 a gallon respectively. Foots spent most of the year moving back and forth between 8c and 8 $\frac{5}{8}$ c, while commercial olive oil opened at \$1.20 a gallon and went as low as \$1.10 before reacting.

With conditions as they are and with a 500,000 barrel excess of cottonseed oil being produced the trade can see nothing to indicate materially changed prices, at least through the early months of the year. All signs point to low costs in the general list of fats and oils for several months to come.

Rosin Prices Show No Decline

IN THE naval stores market, rosin prices held in a general way at the high levels which characterized a goodly portion of 1925. There were comparative narrow fluctuations in soapmaking grades during the period, but at no time did the market movements do a great deal on the low side. It was a case of rising further above previous high levels and dropping back again. Compared with prices several years ago, levels generally were about two-and-one-half times as high. Late in 1926, one of the largest American soapmakers, formerly a large buyer of rosin, made the statement to SOAP that rosin consumption in the soap industry would be less than half in 1927 of what it was ten or fifteen years ago. There seems to be little likelihood of materially lower prices this year.

Essential Oils Move Downward

THROUGH the major part of 1926, essential oil prices tended downward. This

was in spite of several spectacular advances which were registered by individual oils. Those oils which moved lower included anise, cassia, bois de rose, Java and Ceylon citronella, Bourbon and African geranium, linaloe, peppermint, and spearmint. Bergamot scored one of the most spectacular advances in its history and sold up to \$8.50 lb. spot. Cananga was a scarce item at rising prices throughout most of the year. Cedarwood broke to low levels but recovered almost 100 per cent in value within a week or two near the close. Rosemary and sandalwood were steady and strong through the year and fluctuated but little. Lavender was not very conspicuous in the market and sold off during the year on larger offers from France. A sharp rise in lemon oil which started late in 1925, carried on through 1926 with a reaction and lower prices about the middle of the year. It closed the year, however, well over two dollars, as against an average price under \$1.00 for the previous five years.

Geranium oil sold lower throughout 1926 than at any previous time on the records. High quality oil brought \$2.75 and \$3.00 during the year. The previous average price for ten years was over \$6.00. Two large crops in 1924 and 1925 started the price downward. Another bumper output in 1926 caused a sharp break in partially recovered prices. So sharp was the drop, that at one time, shipment figures Reunion were well under \$2.00. At about this time, however, a rapid advance in the French franc overcame the weakness in the oil market as far as American consumers were concerned, and prices here registered little actual change. A record consumption induced by the low figures was reported for 1926. Although predictions have been universally wrong in the past, it is difficult to see how geranium can help selling higher in 1927.

The spectacular rise of bergamot from a point around \$3.00 in 1925 upward in 1926 to \$8.50 was due primarily to strong control in Sicily of supplies and speculative activity there, rather than to any marked shortage of oil. The market was put up and held up. Stocks of oil in America dropped to low levels and prices rose. The outlook is for a normal production and materially lower prices to come if the same group do not again successfully rig the market.

Record Imports of Glycerin

ALTHOUGH glycerin is not a raw material, its behavior during 1926 has been of keen interest. The first three months of the year

(Continued on Page 71)



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Alkali Balance in Soap Making

Maintaining Correct Relations Between Alkalies and Other Ingredients, and Effects on Finished Soaps

By K. L. WEBER

In the *Seifenseider Zeitung*, 1926.

ONE of the most important factors in soap making is the correct use of alkali saponifying agents. It is first necessary to know how much actual alkali is present in the reagent, for the foreign substances present have an important effect. Thus, when a soap is prepared with an eighty percent caustic soda and five to twenty percent of other salts are added, it is surprising to find that only fifty percent, approximately, of the other "shortening" salts used are required. If the percentage of sodium hydroxide is not known, and if the usual amount of the shortening salts are added at once, then it may happen that the kettle will be filled with a soap that is almost entirely coagulated at the boiling point.

The action is just the same with paste soaps. Sebacic sodium is much more difficult to flake out of a concentrated alkaline liquid than from an aqueous neutral solution. It is also quite immaterial whether this alkalinity is due to sodium carbonate or sodium hydroxide. This phenomenon is observed in the flaking out of the paste curd of curd soaps, wherein there is always a large percentage of alkali. Hence, a paste of this character which has been almost completely neutralized with sebacic acid, requires considerably less salt for salting out than a soap that has not been treated in this manner. It may sometimes happen that the soap flakes-out during neutralization, and this means that there is sufficient salt present in the mixture to cause the dissolved soap to coagulate. It is also an indication that the proportion of alkali in the reagent, prior to the neutralization of the fatty acid, protected the sebacic acid against coagulation.

Under these conditions, it is essential to see that the soap tests cool on the spatula. This condition should be carefully studied for the soap on the spatula cools off considerably and the anti-coagulating or anti-flaking-out action of electrolytes on the soap is very much more powerful than at the boiling temperature. This simply means that the behavior of the soap on the spatula is quite different from that in the kettle and due allowance must be made for this

difference. This condition is very well observed in the so-called "grinding" or "polishing." Thus, in the spatula test, the disturbances to the homogeneity of the soap are considerably greater than what occurs in the warmer mass of soap in the kettle. For when the Soap is run off at the end of the test, dry places will be visible on the wooden spatula. These dry spaces are due to the poor waste lye formation, whereas there are no signs of such a disturbance in the kettle.

Proportion of Caustic Soda

THE proportion of caustic soda used in the manufacture of curd soaps is also important, for a slight increase in the quantity employed necessitates a larger consumption of sodium chloride. Then again, the soap will be made to shrink and crack, and it will also become coated with a white deposit of sodium carbonate. This happens more especially in the colder seasons of the year. This deposit on the soap is patently disadvantageous, for it attacks the hands and goods that are being washed, destroys the paper wrappings around the soap, and promotes sweating particularly when the soap is not properly stored.

Various bad effects are also encountered due to the excess caustic used in handling stock soaps. Thus, when drying stock soap cuttings or shavings, it will be found that most of the caustic will be converted into the carbonate and the result is that the weight of salt in the soap is greater than the percentage of caustic soda. This has a detrimental effect in working the soap on the press. A strong alkali soap is known to retain more salt, and thus a stock soap of such a character also contains more sodium chloride, with the result that the effects produced by the formation of sodium carbonate are also present here but in an enhanced degree. The result is that the soap becomes scaly, blisters and cracks in addition to the useless consumption of fat.

When a larger proportion of water is added for the purpose of making the milled soap softer, the cakes of soap may easily fall to pieces when used, and in any case this practice will

cause the cakes of soap to crack. It is suggested that it would be more advisable to use lanolin, petroleum oil, wet shavings or concentrated flour paste in the place of water.

In the case of paste soaps, copious addition of free caustic alkali enhances the sweating of the soap and subsequently results in coating. Separation or deposition of electrolytic solutions is caused in soft soaps. The soap gets turbid and sticky through and through, and this condition varies of course with the magnitude of the excess of sodium hydroxide present. It has been found that this effect cannot be detected in the warm soap mixture but only in the cold, and this is taken as a substantiation of the fact that fatty acid or sebacic alkali is less stable in the cold against the flaking-out or coagulating action of the electrolyte.

Excess Alkali and Salting Out

ONE important point brought out is that soap with a high degree of sodium or potassium hydroxide is more resistant to salting-out. This is particularly noticeable in the manufacture of soft soaps. Thus a normal soft soap stock, containing a normal excessive of caustic potash, will spread out thinly. This means that it will run apart when a test sample is poured on a piece of glass when a thirty per cent content of fatty acid has been obtained by filling, provided that no potassium hydroxide has been added in the meantime. In this case, the mere liquefying action of the electrolyte comes into play and further action on the part of the electrolyte would certainly have the effect of increasing the viscosity of the soap and render it unsaleable, and in the final analysis, it would also cause flaking-out.

Due to the proportions of water that pass into the soap at the same time as the salt, and also to the increase in the initial volume, the original excess of caustic potash in the soap will be decreased, with the result that hydrolysis ensues. The soap thus loses its consistency for both these reasons. The addition of potassium hydroxide immediately changes the appearance of the soap. Instead of being thin and liquid in the kettle, it will move in a ribbed manner therein and it will not spread out nor run apart when dropped upon a sheet of glass. This method of procedure can be continued only up to a fat percentage of 37 percent if a good grade of commercially marketable soap is to be obtained. This indicates very clearly the stabilizing effect of the potassium hydroxide, combined with the prevention of hydrolysis. It is true that a similar effect will be produced through the use of large quantities of electrolytes, but in this case such a procedure cannot be followed out.

When too great proportions of sodium hydroxide are employed in the manufacture of paste soaps, it is found that a weakness or slackness will be caused in the composition of the ingredients, as well as sweating and coating of the soap. On the other hand, the proper excess of sodium hydroxide produces the effects which have been described in connection with soft soap. A large excess of caustic potash is however not as harmful in the case of soap powders as in the other kinds of soap products.

There is still another viewpoint from which the entire matter may be considered. Thus, the concentration of the mixture of electrolytes in the soap solution must never be greater than the lye concentration limit of the addition of fat used. The proportions of salts that are used to make up the electrolytic mixture, and this differs with the nature of the fat employed, must be such that each one will practically counterbalance the other, and one or the other may predominate so that the soap product is stamped with the particular properties that are afforded it by this salt.

Too Small a Caustic Excess

THE effects of too low an excess of caustic alkalies will vary between the limits of just complete neutrality of the hot soap liquor and the deficiency of the percentage that is required to prevent hydrolysis of the aqueous soap solution. Hydrolysis is understood to denote in this case the separation of the fatty acid alkali into fatty acid soap and caustic alkali. This results in the soap becoming rancid. It also becomes soft.

Such hydrolysis may occur quite often in the case of curd soaps. These soaps are a 65 percent solution of fatty acid and alkali, while in the case of paste soaps, which yield 20 to 55 percent solutions, alkalies (carbonates) are not lacking to prevent hydrolysis. A high percentage soap solution is less affected by hydrolysis than one of low percentage. If the surplus or the excess in question remains too low, no soap would be able to stand the filling that is added to it.

The presence of a suitable excess of sodium hydroxide is also important in the manufacture of soap powder by dissolving solid soap in water. Here again, the important consideration is the prevention of hydrolysis of the soap which can go very far in this case. When a low percentage fatty acid soap is employed for this purpose, the initial concentration of the soap solution would be only eleven per cent, and it could be held that the low concentration of soap solution would be more strongly affected by hydrolysis than the concentrated solution. When too low a percentage of sodium hydro-

xide is used, the fact can easily be deducted from the slow hardening of the mass and the separation of liquid either during the operation or on cooling, on the assumption that the ratio between the water and the soda is otherwise correct. It is also found that the product is not so suitable for grinding.

Special attention must be paid to the ratio between water and soda for that is an important matter in the manufacture of soap powders. Crystallization of the soda does not ensue in the sense that pertains to the manufacture of soda crystals. However, in case of soaps that contain low percentages of fatty acids such crystallization is more likely than in those where the concentration of fatty acids is high.

More Fatty Acids Harder to Grind

IT IS interesting to view the phenomenon of hydrolysis from another standpoint. The mass of soap may thus be regarded as not being completely saponified, due to the absence of sufficient caustic. It is evident that the fatty acid is not free but is combined with the non-hydrolyzed soap molecules to form acid soap. Acid soap is in a condition similar to that which exists in acid salts. It must be clear that such a soap product cannot exert its full binding power on salts. Furthermore, the higher the percentage of fatty acids in the soap powder, the greater will be the difficulty in grinding, a fact which is also directly traceable to the hydrolysis of the soap.

The general use of more caustic with cold stirred soaps, in order to attain higher yields and greater efficiencies, is also based on this condition. It is commonly held that the use of a slightly greater proportion of caustic under these conditions is essential if proper consistency of the soap is to be obtained, satisfactory saponification, efficient utilization of the alkali and general dissatisfaction is to be avoided. In truth, the saponification is no worse if this procedure is not followed out, for the caustic alkali added is fixed and the causes which have been enumerated above are the ones that lead rather to defects in the product. There is really too great a tendency to add too much alkali to the soap in order to obtain these advantages and when this is done, then all the disadvantages incumbent on the use of too great an amount of alkali ensue. On the other hand, when the proportion of alkali is too low in soft soaps, they cannot properly absorb the various added fillers, and with a percentage of 41 percent fatty acid, a mass of too soft a consistency, even after being cooled, would result.

What the real action of filling salts is on soap is still a matter of uncertainty explained. Under certain well defined conditions, it has been ob-

served that potassium salts have a "hardening" action on the soap, but on the other hand, they render soft soaps and soda soaps softer. The quantity of water contained in the soap apparently makes no difference. It is thought that the addition of potassium carbonate for example, results in making soda soaps softer due to the partial conversion into potash soap and to the higher water content in the precipitated, that is, the salted-out curd. The softening and hardening action of various salts on soaps is not a simple chemical proposition, but involves the fundamental laws of physical chemistry. It is not a question of forming a simple mixture, for if this were true, every solution added to the soap would soften it.

Addition of Salt

THE addition of small proportions of salt, not sufficient to produce complete precipitation of the soap, result in an increase of the viscosity of the soap solution. The homogeneous soap paste is caused to set more quickly. The gelatinizing temperature is increased, which is due to the honeycomb formation, that is, the network of coagulated soap. On the other hand the soap solution always appears to be homogeneous.

A practice that must be condemned is the addition of carbonates to waste lye and past sediment soaps. The idea is that this addition makes the soap smoother or softer due to the liquefying action of the salt. But any smoothness which results at this point could only be attributed to the sodium soap being partially converted into potassium soap, and sodium carbonate being formed. But, this salt would in turn have a hardening effect on the soap. It is, however probable that this conversion could only take place in hydrolyzed or dissociated soap solutions, inasmuch as the alkali ions of potassium carbonate set up a definite alkaline reaction. An excess of caustic potash retards the hydrolysis or disassociation, and hence, it is not possible that the conversion in question can take place. At any rate, a subsequent salting out with the aid of sodium chloride, would convert any potash soap formed into soda soap with sodium chloride, either partially or wholly if the quantities are small.

Then again, the addition of carbonates to curd soaps would require a higher concentration of salt in the salting-out process, for the reason that sebacic acid alkali is much more difficult to salt out of a strong alkaline solution, exactly because it is more soluble in an alkaline solution. In addition to the consumption of sodium chloride which would be required to convert the potash soap formed into

(Continued on Page 73)

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CHICAGO OFFICE

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New Grit Soap and Lye Specifications

Federal Specifications Board Issues New Requirements for Government Purchases of Cake Grit Soap and Caustic Soda

MASTER Government specifications for cake grit soap were revised as follows as of Nov. 23, 1926: (Federal Specifications Board Specifications No. 33a, Effective Jan. 28, 1927.)

This specification covers two types of soap as follows: Type A, for fine work, such as glass and enamel, and type B, for scouring and scrubbing.

This specification was officially promulgated by the federal specifications board on July 3, 1922, for the use of the departments and independent establishments of the government in the purchase of grit cake soap.

The latest date on which the technical requirements of this revision of this specification shall become mandatory for all departments and independent establishments of the government is January 28, 1927. They may be put into effect, however, at any earlier date after promulgation.

I. General Specifications—There are no general specifications applicable to this specification.

II. Types—Grit cake soap shall be furnished in two types as follows: Type A, for fine work, such as glass and enamel; type B, for scouring and scrubbing.

III. Material and Workmanship—Grit cake soap shall be satisfactory for the purpose intended.

IV. General Requirements—See detail requirements.

V. Detail Requirements—Failure to meet any of the following requirements will be cause for rejection:

Type A Soap

1. Matter volatile at 105 degrees plus 3 degrees C shall not exceed 4 per cent. Deliveries which yield more than 4 per cent of volatile matter shall be rejected without further test.

2. Alkalies, alkaline salts (total alkalinity of matter insoluble in alcohol), calculated as sodium carbonate (Na_2CO_3), shall not exceed 1 per cent.

3. Free alkali, calculated as sodium hydroxide (NaOH), shall not exceed 0.1 per cent.

4. Insoluble siliceous material shall be not less than 88 per cent nor more than 93 per cent.

5. The insoluble siliceous material shall consist of not less than 90 per cent of ground feldspar. All of the insoluble siliceous material shall pass through a No. 100 sieve and the residue retained on a No. 200 sieve shall not exceed 5 per cent.

6. Rosin, sugar and foreign matter shall not be present.

7. Anhydrous soda soap shall be within 1 per cent of the difference between 100 and the sum of the matter volatile at 105 degrees plus 3 degrees C, insoluble siliceous material, and alkali as alkaline salts.

8. The cakes shall be well compressed and of a satisfactory degree of friability, which shall not be materially affected or lessened after immersion in or contact with water.

9. The material shall not scratch glass or enameled surfaces.

10. The material shall be unscented and shall be of a light gray or white color.

Type B Soap

1. Matter volatile at 105 degrees plus 3 degrees C shall not exceed 5 per cent. Deliveries which yield

more than 5 per cent of volatile matter shall be rejected without further test.

2. Alkali as alkaline salts (total alkalinity of matter insoluble in alcohol), calculated as sodium carbonate (Na_2CO_3), shall not exceed 3 per cent.

3. Free alkali, calculated as sodium hydroxide (NaOH), shall not exceed 0.1 per cent.

4. Insoluble siliceous material shall be not less than 75 nor more than 85 per cent.

5. The insoluble siliceous material shall be mainly quartz and it all must pass through a No. 100 sieve.

6. Rosin, sugar and foreign matter shall not be present.

7. Anhydrous soda soap shall be within 1 per cent of the difference between 100 and the sum of the matter volatile at 105 degrees plus 3 degrees C, insoluble siliceous material and alkali as alkaline salts.

8. The cakes shall be well compressed and of a satisfactory degree of friability, which shall not be materially affected or lessened after immersion in or contact with water.

9. The material shall be unscented and shall be of a light gray or white color.

VI. Methods of Inspection, Tests and Basis of Purchase—1. Sampling.

(a) No samples shall be submitted with bids.

(b) One cake shall be taken at random from not less than 1 per cent of the vendor's shipping containers, provided such containers contain not less than 50 pounds each. In the case of smaller containers a cake shall be taken at random from each lot of containers totaling not to exceed 5,000 pounds. The total sample shall in all cases consist of not less than three cakes taken at random from separate containers. With very large lots, where the sample drawn as above will amount to more than 20 pounds, the percentage of packages sampled shall be reduced, so that the amount drawn shall not exceed 20 pounds. The inspector shall note whether the material meets the specification regarding compression and friability.

Wrap the individual cakes tightly in paraffined paper at once and seal by rubbing the edges with a heated iron. The inspector should accurately weigh each wrapped cake, record its weight and the date of weighing on the wrapper, place the wrapped cakes in an airtight container, which should be nearly filled, seal, mark and send to the laboratory for test. Samples should be kept cool until tested. The seller shall have the option of being represented at the time of sampling and when he so requests shall be furnished with a duplicate sample.

2. Methods of testing:

(a) Preliminary Tests—Note the net weight, color and odor of the cakes; also note whether the cakes are well-compressed and the friability before and after immersion in or contact with water. With type A, only, determine whether the material scratches glass or enameled surfaces, rubbing the material onto a moistened cloth and then rubbing the surface with the cloth, keeping the soap in contact with the glass or enamel.

(b) Preparation of Sample—Break a cake of average weight and shave from the freshly broken

surfaces sufficient soap for analysis. Mix and weigh out all portions for analysis promptly. Preserve the remainder in an airtight container in a cool place. When a determination shows non-conformity with specification a duplicate shall be run.

(c) Matter Volatile at 105 Degrees C.—Weigh 5 g of the sample in a porcelain or glass dish about 6 to 7 cm in diameter and 4 cm deep, dry to constant weight in an inert atmosphere at a temperature not exceeding 105° plus 3° C. Report loss in weight as matter volatile at 105 degrees C.

(d) Free Alkali or Free Acid—Digest hot a 5-g sample with 100 cc of freshly boiled neutral ethyl alcohol (94 per cent or higher). Filter through a counterpoised filter paper neutral to phenolphthalein or a weighed Gooch crucible with suction into a dry weighed beaker, protecting the solution during the operation from carbon dioxide and other acid fumes. Wash the residue on the paper or in the crucible with hot neutral alcohol until free from soap. Titrate the filtrate, using phenolphthalein as indicator, with standard acid or alkali solution, and calculate the alkalinity to sodium hydroxide or acidity to oleic acid.

(e) Matter Insoluble in Water—After filtering and thoroughly washing the residue from (d) extract and wash it thoroughly with hot water. Dry the filter and residue at 105 degrees plus 3 degrees C for 3 hours, cool and weigh matter insoluble in water. The nature of this may be determined by further examination. The insoluble matter should be siliceous. The approximate amount of feldspar contained in the abrasive material of scouring soap (when such material is known to contain nothing but feldspar or quartz or a mixture of the two) may be determined by decomposing about 0.5-g of the abrasive material with hydrochloric acid and determining the Al_2O_3 . This weight multiplied by 5.48 and divided by the weight of sample gives the approximate percentage of feldspar in the abrasive material. Feldspar may be identified and the relative amounts of feldspar and quartz roughly determined by means of the petrographic microscope.

(f) Alkali as Alkaline Salts (Total Alkalinity of Matter Insoluble in Alcohol)—Titrate the filtrate from the determination of matter insoluble in water with standard acid, using methyl orange as indicator. Calculate alkalinity to sodium carbonate (Na_2CO_3).

(g) Sieve Test—Dry in an oven at 105 plus 3 degrees C, a No. 100 sieve and a No. 200 sieve, cool and weigh accurately. Weigh an amount of soap containing 10-g of insoluble siliceous material (see VI, 2 (e)), transfer to a beaker, add about 200 cc of water and digest on a steam bath about one hour to dissolve the soap and other soluble matter. Pour the solution through the No. 100 sieve, wash the insoluble material from the beaker on to the sieve with water and wash with water until all but the particles too coarse to pass the No. 100 sieve have been washed through, catching all of the liquid and solid matter passing through the sieve in a clean beaker or dish. Dry the sieve for one hour at 105 plus 3 degrees C., cool and weigh. Calculate the percentage of residue retained on the No. 100 sieve, based on the insoluble siliceous material. (If the material forms lumps or aggregates on washing with water a camel's hair brush may be used on the sieve.) In a similar manner transfer the material that has passed through the No. 100 sieve to the No. 200 sieve and wash with water until all but the particles too coarse to pass the No. 200 sieve have been washed through. Dry the sieve for one hour at 105 to 110°C., cool, and weigh. Add the weight of the residue found on the No. 200 sieve and calculate the sum to percentage of residue re-

tained on the No. 200 sieve, based on the insoluble siliceous material.

(h) Total Anhydrous Soap—Evaporate the alcoholic solution obtained after filtering off and washing the matter insoluble in alcohol (VI, 2 [d]) to dryness dry at 105 to 110° C. to constant weight. Report the result as total anhydrous soap.

(i) Rosin—A qualitative test for rosin may be made as follows: After decomposing a solution of the soap and separating the fatty acids, heat a small quantity of the latter with acetic anhydride, cool, place a few drops on a spot plate, and add a drop of H_2SO_4 (specific gravity=1.53) to this. A fugitive violet color indicates the presence of rosin.

(j) Sugar—A qualitative test for sugar may be made as follows: Add a decided excess of hydrochloric acid to a solution of the soap, heat on a steam bath for 15 minutes, cool, filter from fatty acids, and test a portion of the filtrate which has been neutralized with sodium hydroxide solution by boiling for two minutes with an equal volume of boiling Fehling solution. The formation of red cuprous oxide indicates the presence of sugar.

3. Reagents:

(a) Standard Sodium Hydroxide Solution—0.25 N, or about 10 g, sodium hydroxide dissolved in water and diluted to 1 liter. Standardize against Bureau of Standards benzoic acid.

(b) Standard Sulphuric Acid Solution—0.5 N, or about 25.8 g, strong sulphuric acid (specific gravity=1.84) diluted to 1 liter. Standardize against standard sodium hydroxide solution VI, 3 (a).

(c) Sulphuric Acid (Specific Gravity 1.53).—Mix 62.5 cc of strong sulphuric acid (specific gravity=1.84) with 61.5 cc of water.

(d) Fehling Solution—(1) Copper Sulphate Solution—Dissolve 34.639 g of copper sulphate ($CuSO_4 \cdot H_2O$) in water and dilute to 500 cc.

(2) Alkaline Tartrate Solution—Dissolve 173 g of Rochelle salts ($NaKC_4H_4O_6 \cdot 4H_2O$) and 50 g of sodium hydroxide in water and dilute to 500 cc. Mix equal volumes of (1) and (2) immediately before use.

(e) Methyl Orange Indicator—Dissolve 1 g of methyl orange in 1 liter of distilled water.

(f) Phenolphthalein Indicator—Dissolve 1 g of pure phenolphthalein in 100 cc of 85 to 95 per cent ethyl alcohol.

4. Basis of Purchase:

Material under each type shall be purchased by net weight.

VII. Packing and Marking—Packing and marking shall be in accordance with commercial practice, unless otherwise specified.

Caustic Soda Specifications

SPECIFICATIONS for caustic soda (lye) for cleaning purposes were revised as of Nov. 23, 1926 as follows: (F. S. B. S. No. 430.) (Became mandatory on Government Departments Dec. 27, 1926.)

I. General Specifications—There are no general specifications applicable to this specification.

II. Grade—Caustic soda shall be furnished in one grade only.

III. Material—See Detail requirements.

IV. General Requirements—Caustic soda shall be furnished in flake, coarsely powdered, or granular form, as specified by the purchaser.

V. Detail Requirements—Caustic soda shall contain not less than 90 per cent sodium hydroxide

(NaOH) and not more than 4 per cent carbonate, calculated as sodium carbonate (Na_2CO_3).

VI. Methods of Inspection, Testing, and Basis of Purchase—

1. Sampling

One can of caustic soda shall be taken at random from each lot of 50 or less and sent to the laboratory for test.

2. Testing

(a) Preparation of Sample—Make a record of the label on the can, weigh, then open can, quickly transfer its contents to a clean, dry salt-mouth bottle, and tightly stoppered. Clean, dry, and weigh the can and subtract its weight from the first weight to obtain the net weight. Note the condition of the sample. If more than one can of caustic soda constitutes the sample, obtain the net weight for each, transfer the contents of all of the cans to one bottle, and mix.

(b) Preliminary Procedure—Quickly transfer about 20 g of the sample from the bottle to a tared, glass-stoppered weighing bottle, stopper, and weigh. Transfer the weighed sample as rapidly as possible to a 1-liter graduated flask, using freshly boiled and cooled distilled water. Rinse the weighing bottle thoroughly with freshly boiled and cooled distilled water, adding the rinsings to the flask. Add sufficient freshly boiled and cooled distilled water to about half fill the flask, stopper, whirl slightly to dissolve the sample, and cool to room temperature. Dilute to the mark with freshly boiled and cooled distilled water and mix thoroughly.

(c) Hydroxide—Pipette 50 cc of the original solution into a 300 cc Erlenmeyer flask, add 50 cc of a 10 per cent solution of BaCl_2 and five drops of phenolphthalein indicator and titrate with 0.5 *N* H_2SO_4 until the pink color just vanishes. From the burette reading calculate the percentage of hydroxide as NaOH (1 cc of 0.5 *N* acid=0.02 g NaOH).

(d) Carbonate—To the solution used in the hydroxide determination add three drops of methyl orange solution and titrate the barium carbonate with 0.5 *N* H_2SO_4 . From the number of cubic centimeters of acid required in this titration calculate the percentage of carbonate as Na_2CO_3 (1 cc of 0.5 *N* acid=0.0265 g. Na_2CO_3).

(e) Total Alkalinity—From the total number of cubic centimeters of acid required in the hydroxide and carbonate titrations, calculate the percentage of total alkalinity as NaO (1 cc of 0.5 *N* acid=0.0155 g NaO).

3. Reagents

(a) Standard Sodium Hydroxide Solution—0.5 *N*, or about 20 g of pure sodium hydroxide dissolved in water and diluted to 1 liter. Standardize against Bureau of Standards standard benzoic acid, using phenolphthalein indicator.

(b) Standard Sulphuric Acid Solution—0.5 *N*, or about 25.8 g strong sulphuric acid (specific gravity=1.84) diluted to 1 liter. Standardize against standard sodium hydroxide solution (a), using methyl orange indicator.

(c) Barium Chloride Solution—Dissolve 100 g of barium chloride ($\text{BaCl}_2 \cdot 2\text{H}_2\text{O}$) in distilled water and dilute to 1 liter.

(d) Phenolphthalein Indicator—Dissolve 1 g of pure phenolphthalein in 100 cc of 85 to 95 per cent ethyl alcohol.

(e) Methyl Orange Indicator—Dissolve 1 g of methyl orange in 1 liter of distilled water.

4. Basis of Purchase

Caustic soda shall be purchased by net weight.

VII. Packing and Marking—Caustic soda shall be furnished in air-tight metal cans. Each can shall be marked with the name of the material, the net weight of its contents, the trade-mark, if any, and the name of the manufacturer.

VIII. Notes—Caustic soda conforming to this specification is the grade of caustic soda commonly used for general cleaning purposes.

Danish Soapmakers Had Bad 1925

Increased competition from foreign soap manufacturers, coupled with a drop in the buying public's interest, made 1925 a below average year for makers of soaps in Denmark, particularly for toilet soap manufacturers, according to a recent report from the American Consul at Copenhagen, released through the Department of Commerce. Only 29 factories operated last year, as compared with 33 in 1924, 34 in 1923 and 32 in 1913. Their production, compared with previous years, was as follows:

| Product | 1925 | 1924 | 1923 | 1913 |
|---|-------------|--------|--------|--------|
| | Metric Tons | | | |
| Soft soap | 16,170 | 15,832 | 15,613 | 14,683 |
| Hard soap, perfumed, small bars | 2,611 | 3,202 | 2,492 | |
| Hard soap, not perfumed, small bars | 29 | 10 | 4 | |
| Hard soap for household use | 2,258 | 3,956 | 3,495 | 4,347 |
| Hard soap in flakes | 1,532 | — | — | — |
| Hard soap for technical use | 1,691 | 885 | 880 | — |
| Washing powder | 1,739 | 1,757 | 1,470 | 470 |
| Glycerin | 233 | 186 | 127 | 238 |

Denmark's soap imports did not vary particularly, in 1925, except in the case of washing powders, as the following figures indicate:

| | 1925 | 1924 | 1923 | 1913 |
|---|------------|-------|-------|------|
| | (1000 kg.) | | | |
| Soap, perfumed | 68 | 66 | 78 | 24 |
| Soap not perfumed, in bars of 150 grams | 4 | 3 | 16 | 14 |
| Soap other, for wash-purposes | 170 | 301 | 641 | 166 |
| Soap for technical use | 61 | 74 | 55 | 437 |
| Washing powder | 1,884 | 1,424 | 1,305 | 901 |

One Norwegian whaling company, Sydhavet, produced 24,540 barrels of whale oil in the 1925-26 season, according to a report from the American Consul at Oslo, Norway. This amounted to an increase of 2,490 barrels over the catch of the previous season. There are twenty-two companies in Norway engaged in whaling, more whale oil being produced there than in the rest of the world together. In 1925 the total world production amounted to 1,072,000 barrels, 600,000 barrels of which came from Norway.



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Soap Association Incorporated

The incorporation of the Association of American Soap & Glycerin Producers has been announced, but authentic details regarding the organization's membership, its purposes, etc., have not yet been made public. It is understood that this information will not be forthcoming until organization plans have been completed. In the incorporation papers the association's purposes were given as "to collect and circulate information with reference to the use of soap." It is understood that among the firms active in the formation of the organization were Procter & Gamble, Colgate & Co., Palmolive Co., John T. Stanley Co., Lever Bros. Co., Lightfoot-Schulze Co., and other of the larger soap manufacturers. R. R. Dupree, of Procter & Gamble, has served as chairman at most of the meetings.

Record Refined Glycerin Imports In October

More refined glycerin was brought into the United States in October than in any other single month previously, 1,898,821 pounds, valued at \$447,742, being imported. Crude imports continued large, but were not quite as heavy as in September, totaling 2,575,289 pounds, valued at \$420,647. Germany and the Netherlands furnished most of the refined goods, with France, Great Britain and Belgium large suppliers of crude. Figures covering imports back to 1923 follow:

| | Refined Pounds | Crude Pounds |
|-----------------------|-------------------|-----------------|
| Entire year 1923..... | 585,792 | 14,548,660 |
| Entire year 1924..... | 1,500,644 | 14,427,054 |
| Entire year 1925..... | 2,059,565 | 19,248,695 |
| January 1926 | 305,407 | 4,454,754 |
| February | 635,118 | 1,639,871 |
| March | 728,828 | 2,484,493 |
| April | 527,942 | 1,443,798 |
| May | 312,399 | 1,268,143 |
| June | 512,826 | 1,137,256 |
| July | 1,131,941 | 2,816,689 |
| August | 1,467,333 | 4,240,017 |
| September | 1,223,019 | 2,829,406 |
| October | 1,898,821 | 2,575,289 |

The Manila copra market has been quiet, according to a report, dated, Dec. 24, received by the Department of Commerce, but has maintained a steady tone. Arrivals were noted as having been lighter. The delivered Manila price was 7½ pesos per picul.

Rub-No-More Co. Bought By P. & G.

Procter & Gamble Co. has bought the business of the Rub-No-More Co., Fort Wayne, Ind., manufacturers of laundry soaps and stearic acid, having acquired the property as of Jan. 1. The Fort Wayne plant will be shut down and the various products manufactured there will be made under the same brand names at Kansas City.

Argue on Evidence in Castile Case

A hearing was held at the Federal Trade Commission, Washington, early in January in connection with the castile soap complaint against James S. Kirk & Company. The argument was on the motion of the attorney for the Commission to instruct the Examiner in the case to accept into evidence certain exhibits composed of dictionary definitions of castile soap. It appears that during the course of the hearings, the Commission's attorney, E. E. Reardon, offered certain exhibits against which the attorney for the respondents, E. F. McPherson, objected. His objections were sustained by the Examiner in the case. Reardon is now appealing to the Commission to instruct the Examiner to accept the exhibits into the record. The Commission has taken the matter under advisement.

Henry Schuck, formerly a soapmaker with the Gold Dust Corp. and John T. Stanley & Co., is now connected with the Selig Co., Atlanta, Ga., manufacturers of soaps, disinfectants, household insecticides and allied products. When the Selig Co. was established, over thirty years ago, its products were confined to disinfectants and insecticides, but in recent years the firm has gone into the manufacture of liquid soaps, auto soaps and shampoos.

E. Schotte, formerly chief chemist for John T. Stanley Co., New York soapmakers, has been attached to the technical staff of the Lavo Co. of America, Milwaukee for the past few months.

P. R. Dreyer, New York essential oil importer, is now definitely established at his new quarters at 26 Cliff St. His new office and warehouse are larger than his former quarters at 15 Platt St. The Dreyer organization was forced out of the old quarters before they expected by a severe fire which destroyed the building of Brewer & Co., adjoining that of Dreyer.

Propose Uniform Cosmetic Bill

A uniform cosmetic bill, covering soaps and toilet preparations has been prepared by the Association of Dairy, Food and Drug Officials of the United States for submission through various state food and drug departments to the respective state legislatures. It is reported that the bill will be introduced in Massachusetts at the next session of the legislature. Other states are also expected to adopt it.

The model uniform bill reads as follows:

Section 1. It shall be unlawful to manufacture for sale, distribute, sell or commercially use, or to possess for distribution, sale or commercial use, a cosmetic which is adulterated or misbranded within the meaning of this act.

Section 2. The term "cosmetic" as used in this act means any substance or combination of substances represented, whether wholly or in part, as for use externally or by direct application for embellishing, cleansing, perfuming, conditioning or otherwise improving the appearance of the skin, lips, eyes, hair, nails or teeth of the human body, whether such representation be made on the label, in advertisements or orally, and whether with or without reference to the cure, mitigation or prevention of disease; except (a) substances prescribed or applied for any purpose named above, by regularly, licensed doctors of medicine and doctors of dental surgery for patients whom they are personally attending, and (b) substances and mixtures of substances bearing only names recognized in the U. S. Pharmacopoeia or in the National Formulary, and without claims for remedial value.

Section 3. A cosmetic is adulterated within the meaning of this act if it contains any salt, compound or derivative of lead, arsenic, mercury or of hydrofluoric acid, any free sodium or potassium hydroxide in excess of one-half of one per cent², any amine derived from coal-tar hydro-carbon, any methyl alcohol, or any other ingredient that renders its use injurious.

Section 4. A cosmetic is misbranded within the meaning of this act (a) if its packages or label shall bear, or any advertising matter relating to the article shall contain, any statement, design or device which is false, misleading or deceptive in any particular. (b) If its inner and outer package labels shall fail to bear a plain and conspicuous declaration of the presence and amounts, in accordance with the common method of expression, of such of the following as may be ingredients accompanied except in the case of dentrifices and soaps, by the phrase, "For External Use Only"—salts, compounds and derivatives of silver, copper, zinc, barium, bismuth, antimony, cadmium, nickel and of cobalt any oxalic acid, belladonna or mydriatic alkaloids, and any salts or derivatives of such; any pyrogallie acid, calcium sulphide, formaldehyde, aluminum chloride, aluminum oxychloride, and any free mineral acid in excess of one per cent.

(Follow with provisions for enforcement, regulations, penalty, etc.)

Actually, a tolerance of one-tenth of 1% is ample for toilet soaps.

The bill, if adopted by a large number of states, is likely to have a far-reaching effect. Some of the products affected by it include perfumes, toilet preparations, toilet and fancy soaps, mouth washes, etc., dental pastes, tooth

powders, etc., nail polish, etc., toilet lotions of all kinds, shaving soaps, and creams, shaving lotions, etc., face powders, rouge, lip sticks, etc., hair dyes. The bill declares a product is misbranded if the label or collateral advertising carry any statement, design or device which is false, misleading or deceptive in any particular. Note that this would reach false advertising.

The Federal Food and Drug Act does not extend to the control of collateral advertising.

Also, the percentage of silver, copper, zinc, barium, bismuth, antimony cadmium, nickel and cobalt, oxalic acid, belladonna or mydriatic alkaloids, pyrogallie acid, calcium sulphide, formaldehyde, aluminum chloride, aluminum oxychloride, and any free mineral acid in excess of 1%, must be declared *upon the inner and outer package labels*. This might require such percentage to be printed upon outside shipping cases.

Convicted of Lever Libel

The trial of William Miller Kneale, formerly a Liverpool export agent, for alleged libelous statements regarding the vice chairman of Lever Bros., Ltd., d'Arcy Cooper, and his management of the firm's affairs resulted in Kneale's conviction. He was sentenced to nine months imprisonment. An appeal has been taken. Kneale, said to have thought himself specially fitted to have a hand in the Lever management, charged, early last summer, that the firm's directors and officers had been misleading stockholders through the publication of falsified balance sheets. Both sides were represented by eminent counsel, the defendant's attorneys having sought to show, that no individual had been libeled by their client. Considerable of the earlier testimony concerned the losses incurred by the Niger Co., a Lever subsidiary, shortly after the company was taken over by Lever Bros., Ltd.

Crude cottonseed oil on hand Nov. 30 totaled 131,034,307 pounds, as compared with 111,965,133 pounds the same day a year ago. Refined stocks on hand Nov. 30, last, were almost double those a year ago, totaling 232,983,313 pounds, as against 116,533,640 pounds. Complete statistics for the three month period from Aug. 1 to Nov. 30, 1926, as compared with the similar months in 1925, follows:

| | Season | On hand Aug. 1 | Produced Aug. 1 to Nov. 30 | Shipped out Aug. 1 to Nov. 30 |
|--------------------|--------|-------------------|----------------------------------|-------------------------------------|
| Crude oil, lbs., | 1926-7 | 8,280,561 | 736,536,867 | 651,699,273 |
| | 1925-6 | 4,847,333 | 645,563,053 | 592,923,235 |
| Refined oil, lbs., | 1926-7 | 145,670,884 | 544,042,810 | |
| | 1925-6 | 173,549,345 | 476,048,376 | |

Colgate Tied in Bowling League

Colgate & Co., Jersey City, N. J., and Lanman & Kemp, New York, were tied for first place in the Wholesale Drug Trade Bowling Association tournament in New York at the close of 1926. Each had won 13 games and lost 5. The Roessler & Hasslacher Chemical Co., E. R. Squibb & Son team No. 2, and Church & Dwight were tied for third place with nine games won and lost. The scores as of Dec. 31 were as follows:

| | won | lost | high score |
|-----------------------------|-----|------|------------|
| Colgate & Co. | 13 | 5 | 937 |
| Lanman & Kemp | 13 | 5 | 957 |
| R. & H. C. Co. | 9 | 9 | 962 |
| E. R. Squibb & Son No. 2 | 9 | 9 | 867 |
| Church & Dwight | 9 | 9 | 920 |
| E. R. Squibb & Son No. 1 | 8 | 10 | 917 |
| Grasselli Chem. Co. | 6 | 12 | 872 |
| A. Klipstein & Co. | 5 | 13 | 884 |

Potash Prices Higher in Europe

Commenting on higher prices for caustic potash which went into effect abroad early last month, the *Chemical Trade Journal* stated: "Some two months ago we drew attention to the unfavorable outlook for the German potash industry as disclosed by information regarding the statistical position, and the insistent demands on the part of the Potash Syndicate for price increases. Unsuccessful in the attempt to secure official sanction for this policy as applied to the fertiliser potash products, which are, of course, the principal revenue-producing branch, the Syndicate has turned its attention to the uncontrolled industrial potash chemicals in the effort to obtain some alleviation of the increasingly difficult financial position. From December 1, for instance, the price of caustic potash at British ports has been increased by 8 per cent. Apparently, the difficulties facing producers, which were summarised in the editorial referred to above, have been intensified. Sales continue below the 1925 levels, and for the first ten months of the present year amounted to 935,590 metric tons of pure potash, as compared with 1,108,840 tons for the corresponding period of last year. In addition, the workmen are demanding higher wages, and for this purpose, are joining forces with the employers in the renewed efforts to break down the opposition of the agriculturist members of the Potash Council to an upward price revision for fertiliser salts in the home market."

Explains Peet-Palmolive Merger

C. S. Pearce, president of the Palmolive Company, Chicago, gave the following statement to SOAP on Dec. 30 in explanation of the union of the Peet Brothers Co., Kansas City, Kas. with the Palmolive Company as announced last month: "The union of The Palmolive Company and the Peet Bros. Co. is expected to be completed by January 1st. The transaction was consummated on the basis of the acquisition of all the assets, property, trademarks, etc., of The Peet Bros. Co. by the Palmolive Company of Delaware. There will be outstanding approximately 900,000 shares of no par value common stock out of an authorization of 1,500,000 shares and approximately 70,000 shares of preferred stock, par \$100, of an authorized 120,000 shares. There is no financing through stock or securities to the public involved."

The distribution of manufacturing plants at Milwaukee, Kansas City and Berkeley, Calif. will result in savings from a distribution standpoint. The company is manufacturing soap in the following foreign countries: Canada, Australia, France, Belgium, Germany, Mexico and Cuba. Palmolive Soap is extensively sold in every country in the world. The output of The Palmolive Company is largely toilet soaps and toilet articles, while that of The Peet Bros. Co. is largely laundry soaps, headed by the well known brand, Crystal White. The headquarters will be at Chicago. Chas. S. Pearce will continue as president and general manager and Mr. A. W. Peet as chairman of the Board of Directors. The directors will be as follows: A. W. Peet, Chas. S. Pearce, W. B. Johnson, Felix Lowy, B. A. Massee, N. N. Dalton, C. E. Van Vleck, B. W. Railey, A. M. Craigie, A. J. Lansing, C. R. Rathbone. The company has not announced any new plans and for the present at least there will be no important changes."

Stockholders of The Palmolive Co. have approved the increase in the board from five to eleven members, being the final step in the proposed merger of the Company with Peet Bros. Co., into Palmolive-Peet Co., effective Dec. 31. A. W. Peet was elected chairman of the board and Charles S. Pearce president and general manager. Directors are: A. W. Peet, Charles S. Pearce, W. B. Johnson, N. N. Dalton, B. A. Massee, B. M. Railey, Felix Lowy, A. J. Lansing, C. E. Van Vleck and C. R. Rathbone. Stockholders of both companies have approved the merger.

YARA-YARA

YARA-YARA

CHEMICALLY Pure. Snowy white crystals. Standard melting point. These are the qualities Yara-Yara should possess. Have you, like many other soap makers, been searching for such a product? Here it is. The melting point of Sachsse's Yara-Yara is high—absolutely standard. Test it yourself. Send for a sample.

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Chicago Soap Assn. Holds Banquet

Four hundred members and guests attended the annual banquet of the Chicago Perfumery, Soap & Extract Association held Dec. 9 at the Edgewater Beach Hotel, Chicago. The banquet was followed by dancing in the main ballroom of the hotel. During the dinner, a program of entertainment was provided which included a dancing act by Miss Blanche Bingham, niece of Mr. Frost of the Luxtone Co. A feature of the evening was the presentation of a gladstone bag to Louis J. Freund of the American Can Co., retiring president, in appreciation of his generous and active services to the Association.

A beautifully decorated box filled with soaps and toilet goods was distributed to each lady present. The following firms made the gift-box possible by their contributions: Gordon & Gordon, Franco-American, Luxor Ltd., Luxtone Company, Jas. S. Kirk & Co., John Blocki Co., C. W. Beggs & Sons Co., Marshall Field & Co., Delicia Laboratories, Frank Z. Woods, Acme Puff Co., Rose Label Co., Helfrich Laboratories, Baldwin Perfume Co., Melba Mfg. Co., American Can Co., La Maire & Co., A. C. Drury Co., Palmolive Co., all of Chicago. Outside firms contributing: LaCreole Laboratories, Memphis, Tenn.; A. P. Babcock & Co., New York; Harriet Hubbard Ayer, New York; E. W. Hoyt, New York; Boncilla Laboratories, Indianapolis; Jennings Mfg. Co., Grand Rapids; Will Bradley Co., New York; Richard Hudnut Co., New York; Solon Palmer, New York; The Memmen Co., Newark, N. J.; Cincinnati Soap Co., Cincinnati; Tin Decorating Co., Baltimore; Colgate & Co., New York; Morana, Inc., New York; T. M. Sayman Mfg. Co., St. Louis.

A. G. Schneider of the Victor Chemical Works was chairman of the banquet committee.

Belgium is importing less soap and is exporting more, according to figures for 1923-25. Each year shows smaller imports and increasing exports. Imports dropped from 839 tons in 1923 to 676 tons in 1924 and 614 tons in 1925 while exports were increasing from 432 tons in 1923 to 496 and 984 tons in 1924 and 1925 respectively. Heavy exports to Germany have accounted for most of the Belgian soap export increases while diminishing buying in France has been mainly responsible for the drop in imports. American made soaps have bulked about 30 tons each year in Belgium's imports, being about equally divided among toilet, laundry and general soaps, although in 1925 laundry soap tonnage almost doubled that of toilet soap.

Soap Exports Drop in Oct. and Nov.

Less soap was exported from this country in October than in September and November was again lower than the previous month as well as below November, 1925. October exports totaled 7,327,802 pounds, valued at \$706,821. This was made up of 709,182 pounds of toilet soap, valued at \$217,530, 5,663,802 pounds of laundry soap, valued at \$387,288 and other soap to the amount of 954,818 pounds, valued at \$102,003. November exports were valued at approximately \$650,000, no tonnage figures having been released as yet.

In October Great Britain exported 143,365 hundredweight of soap, valued at £332,207. About one third of this amount went to countries, not British possessions. Imports, in the same month, totaled 21,437 hundredweight, valued at £58,157, only a small amount having been re-exported. November exports, from England, were smaller than in October, 724,753 hundredweight, valued at £297,515 being shipped. The same ratio, of approximately one third to non-possession, was maintained. Imports of soap, during November reached only 18,381 hundredweights, valued at £48,172.

Essential Oil Association Progresses

Some additional progress was made toward the formation of an association of essential oil houses when representatives of several companies met at a luncheon, held Dec. 28, at the Drug & Chemical Club, New York. Although the meeting was not called for the special purpose of furthering plans for an organization, it was agreed that another meeting would be held about the first of February. Edward V. Kileen, of George Lueders & Co., is chairman of a committee, which has the matter under consideration. Essential oil houses represented included the O. A. Brown Co., Belgian Trading Co., Antoine Chiris Co., Compagnie Duval, Compagnie Parento, Dodge & Olcott Co., P. R. Dreyer, C. G. Euler, Fritzsche Brothers, Inc., Benj. French, Inc., James B. Horner & Co., Hymes Bros. & Co., Heine & Co., E. M. Laning Co., Pierre Lemoine, Inc., George Lueders & Co., Magnus, Mabce & Reynard, Inc., J. Mannheimer, Morana, Inc., Norda Essential Oil & Chemical Co., Orbis Products Trading Co., Pfatz & Bauer, Inc., H. C. Ryland, Roure Bertrand Fils, Arthur Stilwell & Co., Ungerer & Co. and the Wangler-Budd Co., all of New York.



SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet



HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535
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Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

PERSONAL and IMPERSONAL

P. J. McDermott, for some time past purchasing agent for the John T. Stanley Co., New York soapmakers, resigned his position late last month. While Mr. McDermott has made no definite announcement regarding his future activities it is understood that he will continue his connection with the soap industry.

George F. Merrell, for many years connected with the Allen B. Wrisley Co., Chicago soapmakers, has been appointed Eastern Manager for Albert Verley, Inc., with offices at 729 Seventh Ave., New York. Mr. Merrell will handle the Eastern sales of the firm's aromatic chemicals, which are manufactured by Etablissements Albert Verley, Paris.

The Christmas number of *Soap Suds*, the house publication of the Los Angeles Soap Co., Los Angeles, is printed throughout in red and green holiday colors and contains photographs of practically the entire personnel of the company.

Marx & Rawolle's glycerin refinery, recently purchased by Consolidated Products Co., New York used machinery house, will not be placed in service again as a unit, contrary to reports circulated in various quarters, but will be dismantled. The real estate will be disposed of and the machinery will be sold separately.

A new soap factory will be built at Buenos Aires, early in 1927, according to a report emanating from Lima, Peru. Lever Brothers, Ltd., is the firm in question and it is also expected that an additional Lever plant will be built near San Paulo, Brazil, following the completion of the one at Buenos Aires.

"Blu-Lac" is the name of a new soap flake, to be used for laundry and other cleaning purposes, which will be manufactured shortly by Blu-Lac, Inc., at Oakland, Cal. Ferd Benheim, Peter Rasmussen and D. J. Goldschmidt are president, vice-president and treasurer, respectively, of the new firm, which was incorporated

late last November. Mr. Rasmussen has had thirty years experience in soapmaking, having been connected with several Pacific Coast firms in that time. Mr. Bendheim has charge of the business office which is located at 112 Market St., San Francisco.

A new dry cleaning soap, called "Zimore," is being manufactured by the Zimax Co., Dayton, O., which company was recently reorganized and incorporated by Joseph Zimmerman, Robert C. Snyder and others. Mr. Zimmerman developed most of the firm's products, which include numerous materials for dry cleaners.

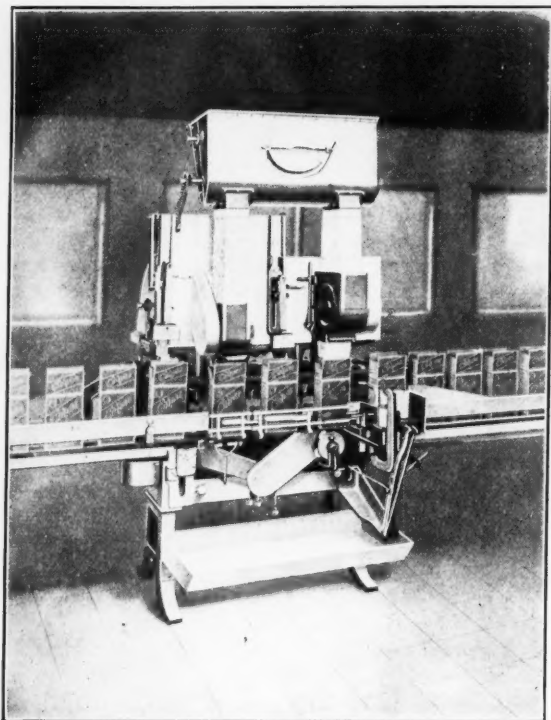
Procter & Gamble Co.'s new Crisco plant, at Port Ivory, S. I., is now in operation, although all of the machinery has not yet been installed. The factory's floor space totals over 150,000 square feet, including all of three, three-story buildings. Two hundred men will be employed at the new plant when it is running at capacity. Crisco factories are also operated at Cincinnati and Dallas, Tex.

J. H. Black, formerly chemist with the Fairchild & Shelton Co., Bridgeport soapmakers, is now connected with the Iowa Soap Co., Burlington, Iowa.

A railway locomotive, made entirely from cakes of soap, was one of the main attractions at the Federal Soap Fair, held recently at Berlin, Germany.

Following over a year's experimental work the Pioneer Products Co., 768 Clifton Ave., Clifton, N. J., has started the manufacture of liquid soap. Dudley Gordon is managing the company's business affairs.

Ungerer & Co., New York, moved their Philadelphia office on Dec. 1 to 2 South Front St. Edward Trippe, who has had charge of the Philadelphia office of the company for nearly twenty years, will direct the affairs of the new office. The branch was formerly located at 165 North Front St.



Speed

25 to 30 Cartons
per minute

Floor Space

Width—2½ feet
Length—6 feet
Height over all—5 feet

Sizes Handled

Maximum—12" high,
7½" wide, 4½" thick.
Minimum—4" high,
1¼" wide, ¾" thick.
Height includes one end flap.

Furnished with 1 H.P. Motor

The Johnson Automatic Gross Weight Scale for Packaging SOAP FLAKES and CHIPS

THIS machine is *entirely automatic* in operation. It is equipped with special hoppers for weighing soap flakes or chips and is provided with two plungers, one to settle the first load and one to plunge the soap after the final load has been weighed into the carton. This procedure insures breakage of flakes or chips being reduced to an absolute minimum. Successful installations in soap factories all over the country are proof of the satisfactory manner in which this Johnson Automatic Machine performs its difficult task.

Accessibility of the machine to repairs and adjustment, automatic safety devices that suspend operation when the carton supply is exhausted

and start the weigher again when the supply is resumed, availability of additional equipment, which enables the machine to handle more than one size carton and efficient lubrication insuring long life, are some of the outstanding characteristics of this equipment.

The physical appearance of soap flakes and chips, together with their varying degrees of moisture content, makes their automatic packaging and weighing an unusual problem. If you have not solved this problem, it will pay you to ask us for complete and detailed information regarding the Johnson Automatic Gross Weight Scale.

WE ARE ALSO MANUFACTURERS OF NECESSARY EQUIPMENT FOR
FEEDING, SEALING BOTTOMS AND TOPS OF YOUR CARTONS AND
WAX WRAPPING THEM

JOHNSON AUTOMATIC SEALER CO. *PACKAGING MACHINERY MANUFACTURERS*

NEW YORK CITY
30 Church St.

Battle Creek, Michigan

CHICAGO, ILL.
208 So. LaSalle St.

Parnell Tyler, formerly associated with Lever Bros., in England, has been elected president of Lever Bros. Ltd., of Toronto, succeeding J. E. Ganong who has been head of the Canadian company since 1924.

Crystal Soap & Chemical Co., Philadelphia, manufacturers of soap and disinfectants, is building a one story factory at State road and Robbins Avenue, Philadelphia, to cost about \$1,500.

Victor E. Williams, manager of the New York Branch of the Monsanto Chemical Works, St. Louis, spent the closing week of 1926 at the home office of the company.

Michigan Alkali Co. has applied for the registration of "Wyandotte" as a trade name for caustic soda, soda ash and caustic soda. The name has been used on the company's products since early in 1890.

A soap and candle manufacturer was found to be the oldest business firm in London, through a survey recently conducted by one of the London dailies, J. C. and J. Field, Ltd., is the concern in question, having been established in their present quarters, about 1840, as candle-makers. The control of the firm has long since passed from the founders' family, however.

A. B. Foster and F. W. Brown, salesman and chief chemist respectively with Magnus, Mabee & Reynard, New York essential oil house recently completed twenty-five years of service with the company.

R. R. Brown has been elected president of U. S. Industrial Alcohol Corp., succeeding Horatio S. Rubens. Mr. Rubens has also resigned as chairman of the firm's board of directors, no successor having been elected.

A new soap and glycerin works is to be erected in England on the Slough Trading Estate at Burnham for S. M. Slavid, Ltd. The plans have been passed by the Eton Rural District Council.

Harvey C. Wright, formerly with Morana, Inc., New York essential oil house, and for several months past recovering from a severe illness, at Tucson, Ariz., expects to be well enough to return to New York within the next three or four months.

James Reeves, purchasing agent for Lever Brothers Co., Cambridge, Mass., was a visitor in New York early this month.

Schimmel & Co.'s annual report on essential oils and synthetic perfumes, for 1925, is being distributed, to the trade, by the firm's American representatives, Fritzsche Brothers, Inc., New York.

A. and F. Pears, Ltd., British soapmakers, report profits of £62,776 in the year ending June 30, 1926, as compared with £83,739 profits in the previous period. Cash on hand amounted to £69,881 on June 30, last, as compared with £97,506 a year before. These reductions were accounted for mainly through the fact that the entire expense, incidental to placing "Golden Glory" soap on the market, was charged in last year's statement.

Robert E. Divine, for almost thirty years active within the soap industry, has established himself at 185 Larch Ave., Bogotta, N. J., as an expert consultant in problems arising in the manufacture of soap and glycerin. He will specialize in improving the quality of chip, textile and toilet soaps. Mr. Divine first became identified with the soap industry in 1898 when, following his graduation from Lafayette College, he became associated with the Larkin Co., at Buffalo. For seven years, starting in 1915, Mr. Divine was with the Twitchell Process Co., Cincinnati, as technical manager. Technical research on oils, fats and soaps with Armour & Co., extended over the last four years. Mr. Divine has several patents affecting soap and glycerin manufacture.

Walther & Co., manufacturers of fancy papers, have moved their New York sales office to a building adjoining their Brooklyn factory. The new address is 114 Harrison Street and the new telephone number is Henry 0667.

McKesson & Robbins, Inc., old established New York drug house, will soon be known as the Calox Co., the name being taken from Calox tooth powder, which the company has marketed for several years.

G. Chappell is now in charge of the vegetable oil department at the Balfour-Williamson Co., New York, succeeding W. H. Lang. Mr. Lang continues with the firm, but will devote his entire time to another branch of the business.

Société Anonyme des Etablissements

ROURE-BERTRAND FILS

LARAGNE (France)

GRASSE

BOUFARIK (Algeria)

GERANIUM AFRICAN

GERANIUM BOURBON

LAVENDER FLEURS

VETIVERT BOURBON

YLANG YLANG BOURBON

YLANG YLANG NOSSI BE

PETIT GRAIN South American

*Will be pleased to submit samples
with prices on request*



Sole Agents for U. S. and Canada

GEORGE SILVER IMPORT CO.

461-463 Fourth Avenue

New York

CONTRACTS AWARDED

The following contracts for soap and similar supplies have been awarded by the quartermaster, Boston: F. H. Leggett & Co., soap flakes at 9.42c a pound, soap powder at 5.53c; Gold Dust Corp., soap powder at 16c; Colgate & Co., shaving powder at 22c, toilet soap at 14.7c, tooth paste at 15.8c, and at 17c and shaving stick at 20c; J. B. Williams Co., shaving cream at 20.3c; BeVier Co., toilet soap at 6.4c, 6.5c, and 10.7c; and S. S. Pierce Co., tooth paste at 20.8c, 33c, and 20.8c.

Procter & Gamble Distributing Co., Atlanta, Ga., has been awarded a Government contract to supply the U. S. Marine Corps, Paris Island with 15,000 pounds chip soap at 8.74c a pound.

J. Eavenson & Sons, Inc., has been awarded a contract to supply the U. S. Marine Corps with 50,000 pounds fresh water soap at 4.89c a pound.

The following contracts to supply soap for federal buildings under the control of the Treasury Department, have been awarded by the Department: Peet Bros. Co., Chicago, white floating soap at \$3.04 the case, fluffy soap in barrels at 2.62c a pound, soap chip in barrels at 7.68c a pound, and soap powder in barrels at 7.88c a pound; Armour & Co., Chicago, scouring compound at \$2.20 the case; American Soap and Washolene Co., scouring compound in barrels at 1.65c a pound; Purdy & Stevens Supply Co., grit cake soap at \$7 the case; Swift & Co., Chicago, soap chips at 8.64c and 9.02c a pound, laundry soap at \$3.19 and \$3.51 a case, powdered soap in barrels at 9.09c and 9.47c a pound, scouring compound at \$2 a case, and scouring compound at 2.95c a pound; Unity Sanitary Supply Co., grit cake soap at \$4 a case; and J. Eavenson & Sons Co., fluffy soap in barrels at 2.38c a pound, and laundry soap at \$2.88 a case.

Holbrook Mfg. Co., Jersey City, N. J., has been awarded a contract to supply Frankford Arsenal with 2,000 pounds chip soap at 8½c a pound, 1% 10 days.

The following contracts have been awarded by the quartermaster, Brooklyn: 360 packages soap at 6c a pound to Procter & Gamble Distributing Co., and 300 cakes Ivory soap at 6.5c to Be Vier & Co.

M. O'Connor has been awarded a Government contract for shaving soap at 15c.

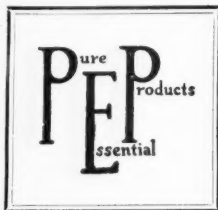
Colgate & Co., New York have been awarded a Government contract for toilet soap at 8c a pound.

The following contracts have been awarded by the quartermaster, Omaha, Neb.: Procter & Gamble Distributing Co., issue soap for Fort Meade, S. D., at 5.81c a pound, and for Fort Robinson, Neb., at 5.75c; Ridenour-Baker Grocery Co., soap for Fort Crook, Neb., at 5.18c, for Fort Des Moines at 5.18c, issue soap for Fort Riley, Kan., 5.18c, and for Fort Leavenworth, Kan., at 5c a pound; Bittman-Todd Grocer Co., scouring soap for Fort Riley at 3.98c, for Fort Leavenworth at 3.98c, and toilet soap for Fort Leavenworth at 2.75c a pound; Richardson Drug Co., shaving soap for Fort Riley at 32; and Armour & Co., Chicago, Palm Olive soap at 7c a pound.

The following contracts have been awarded by the quartermaster, Fort Mason, San Francisco: Joseph Gutrad Co., San Francisco, 100 gallons liquid soap at 43c and 4,000 cakes grit soap at 2¼c a pound; and Peet Bros. Co., Berkeley, Cal., 3,600 pounds laundry soap at 4.64c, 5,000 pounds salt water soap at 3.39c, 34,000 pounds chip soap at 7.78c and 29,400 pounds yellow soap at 4.64c a pound.

J. A. Seavey, Leavenworth, Kan., has been awarded a Government contract for 2,000 cans tooth powder at 12½c and Paxon & Gallagher, Kansas City, Mo., has been awarded a contract for 300 tubes shaving soap at 12c.

W. M. Campbell Bro., Dayton, O., has been awarded a contract to supply the air intermediate depot, Fairfield, O., with Jap Rose soap at 7c a pound.



Direct Importing of Essential Oils - PURE

BOIS DE ROSE direct from French Guiana and Brazil. 380 lb. drums.

CASSIA 80/85% tech. 420 lb. drums, shipment from China.

CITRONELLA, Java and Ceylon, for shipment in original drums.

GERANIUM AFRICAN, spot and shipment. 100 lb. drums minimum.

GERANIUM BOURBON, spot, floating and shipment, 100 lb. drums minimum.

LAVENDER, flowers, COUPEY FILS & DEHAIS Brand, spot and shipment. 100 lb. drums min.

LAVENDER, spike, Spanish, for shipment, 300 lb. drums, minimum.

MUSK, natural, shipment from China.

ORIGANUM 65% phenols, shipment. 500 lb. drums, minimum.

ROSEMARY, Spanish, for shipment. 4/500 lb. drums minimum.

SPIKE, Spanish, for shipment. 300 lb. drums, minimum.

THYME, Spanish, for shipment. 4/500 lb. drums minimum.

VETIVER BOURBON, minimum 10 lbs. Spot or shipment.

FOR those American essential oil buyers who desire to import direct we offer our services as importing brokers and commission merchants.

We are in close touch with a number of large distillers in the producing countries whose standing and reputation are of the highest.

We are arranging and financing importations at advantageous prices for a few leading American users, and our services are available on a commission or straight basis.

WE SPECIALIZE

in a few oils only and we offer them for distiller's account in their original pure form.

CABLE QUOTATIONS

Shipment quotations received by cable from our Principals are advertised by us every Monday in the Journal of Commerce, Drug & Chemical Section.

COUPEY FILS

160 Pearl Street - - New York

A L S O

COUPEY FILS & DEHAIS

17 Rue de Constantinople, Paris

CABLES: COUPEDEHAI, Paris and New York

RECORD OF TRADE-MARKS

The following trademarks were published in the December issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Twilight—This in striped letters describing liquid soap, toilet soap, skin soap, bath soap and hair and scalp soap. Filed by Irving McEwen, Omaha, Nebr., Sept. 1, 1926. Claims use since Aug. 1, 1926.

Bolo—This in outline letters in a box describing dry-cleansing fluid for removing grease spots from fabrics. Filed by Pacific Chemical Products Co., Everett, Wash., Sept. 7, 1926. Claims use since June 15, 1926.

Uzme—This in black letters describing cleaning compound, a preparation to be used for general household and industrial cleaning purposes. Filed by Uzme, Inc., Denver, Colo., Sept. 13, 1926. Claims use since Mar. 1, 1926.

Amber-Glo—This in black letters over the picture of a woman describing liquid shampoo. Filed by the Western Meat Co., South San Francisco, Calif., Sept. 23, 1926. Claims use since July 1, 1925.

Moth-Gard—This in black letters describing insecticide. Filed by Mothguard Laboratories, Inc., New York, N. Y., Oct. 12, 1926. Claims use since Aug. 2, 1926.

Diversol—This in black letters describing disinfectants, germicides and sterilizers generally used in solid form for disinfecting receptacles and containers. Filed by Diversey Manufacturing Co., Chicago, Ill., Oct. 22, 1926. Claims use since Oct. 12, 1926.

Cresop—This in black letters describing liquid disinfectants. Filed by Eagle Chemical Co., Milwaukee, Wis., Oct. 29, 1926. Claims use since Oct. 18, 1926.

Clean Out Brand—This on a fancy background in the form of a semi-circle describing fly and insect killing powder. Filed by

Clean Out Mfg. Co., Oakland, Calif., Sept. 1, 1925. Claims use since July 3, 1923.

Chanty—This in black letters describing soaps. Filed by Carlos J. Diaz, New York, N. Y., Oct. 19, 1926. Claims use since Oct. 7, 1926.

Diversol—This in black letters describing cleanser or detergent generally used in solid form for cleaning receptacles and containers. Filed by Diversey Mfg. Co., Chicago, Ill., Oct. 22, 1926. Claims use since Oct. 12, 1926.

Letty—This in black letters describing soap. Filed by the Palmolive Co., Chicago, Ill., Oct. 23, 1926. Claims use since Oct. 15, 1926.

Pest-Go—This in black letters describing insecticides. Filed by Harold O. Huntington, Hillsboro, Ore., Oct. 27, 1926. Claims use since June 30, 1926.

Le Couquet—This in black letters describing soaps. Filed by John Wanamaker, Philadelphia, Pa., Nov. 4, 1926. Claims use since Sept. 1, 1926.

Le Parfum Ideal—This in outline letters in the form of a circle around the picture of a woman describing soaps. Filed by Houbigant, Inc., New York, N. Y., July 13, 1926. Claims use since Feb., 1900.

Savon Manyflowers Florel—This in black letters inside of a fancy flower border describing soap. Filed by Philip Gordon Cameron, Westfield, N. J., Aug. 31, 1926. Claims use since July 29, 1926.

Midland—This above the picture of a factory held up by a man describing insecticide, disinfecting, fumigating, deodorizing and antiseptic preparations. Filed by Midland Chemical Laboratories, Inc., Dubuque, Iowa, Sept. 1, 1926. Claims use since Aug. 1, 1925.

Picture of an entrance to a house describing soap. Filed by Procter & Gamble, Co., Cincinnati, Ohio, Sept. 29, 1926. Claims use since Aug. 1, 1925.

Delete-Cleanser—This in fancy outline letters describing a dry cleanser. Filed by Delete Co., Inc., Tulsa, Okla., Oct. 9, 1926. Claims use since Sept. 2, 1926.

Babebubbles—This in black letters describing nursery soap. Filed by Hastings Research Group, Inc., New York, N. Y., Oct. 19, 1926. Claims use since Aug. 21, 1926.

Benzof foam—This in black letters over a B in a black diamond describing Dry cleaning soap. Filed by Beltine Chemical & Mfg. Co., Chicago, Ill., Oct. 25, 1926. Claims use since 1910.

Cy-ano-tox—This in black letters describing animal and rodent poison and insecticide. Filed by Economics Laboratory, Inc., St. Paul, Minn., Nov. 8, 1926. Claims use since July 20, 1926.

Distafect—This in black letters describing deodorizers, antiseptics, disinfectants, and sterilizers. Filed by Distafect Laboratories, Worcester, Pa., Nov. 9, 1926. Claims use since Jan. 1, 1924.

Nocolite—This in black letters describing a cleanser compound for metals and the human hands by emulsification. Filed by National Oil & Chemical Co., Philadelphia, Pa., Aug. 12, 1925. Claims use since Oct. 10, 1924.

Solodoro—This in black letters describing soap. Filed by Vincent de Messimy, Chicago, Ill., Oct. 2, 1926. Claims use since Mar. 15, 1924.

Blichert's—This in black letters under a picture of the map of N. America describing shoe cleaner. Filed by F. A. Blichert Mfg. Co., Chicago, Ill., Oct. 22, 1926. Claims use since May 1, 1918.

Bayer—This in black letters describing insecticides, fungicides, rodenticides, economic poisons and disinfectants. Filed by Bayer Co., Inc., New York, N. Y., Nov. 5, 1926. Claims use since Dec. 6, 1924.

Novite—This in black letters describing washing soda. Filed by Buckeye Soda Co., Painesville, Ohio, Nov. 10, 1926. Claims use since Aug. 30, 1926.

Flyrol—This in black letters underlined describing insecticides, namely fly poison. Filed by Antrol Laboratories, Inc., Los Angeles, Calif., Nov. 15, 1926. Claims use since July 1, 1924.

Trade-Marks Granted

220,795—Soaps and cleaners—viz, borax soap, white naphtha soap, white floating soap, yellow laundry soap, soap flakes, washing powder, and laundry tablets. The Great American Tea Company, Brooklyn, N. Y. Filed February 4, 1925. Serial No. 209,084. Published February 16, 1926.

220,840—Steel wool and soap packed in cartons with the steel wool for use therewith for rubbing, cleansing, polishing, and scouring kitchen utensils, aluminum ware, linoleum, furniture, woodwork, and the like. International Steel Wool Corporation, Springfield, Ohio. Filed August 17, 1925. Serial No. 218,974. Published October 20, 1925.

220,988—Cleaning compound for walls, ceilings, floors, and painted surfaces or general purposes. The Klee-nup Corporation, Cleveland, Ohio. Filed July 7, 1926. Serial No. 234,271. Published September 7, 1926.

221,036—Perfumed soaps, toilet soaps, shaving soap sticks, shaving soap paste and powder. Pinaud, Incorporated, New York, N. Y. Filed July 9, 1926. Serial No. 234,343. Published September 7, 1926.

221,125—Soap. James S. Kirk & Company, Chicago, Ill. Filed March 22, 1926. Serial No. 228,991. Published August 3, 1926.

221,169—Cleaner and Polisher for automobiles. Madsen and Gettis, Standardville, Utah. Filed July 20, 1925. Serial No. 217,629. Published September 7, 1926.

221,320—Scouring powders, mopping powders (a soap product), soap stock, soft soap, green soap, liquid soap, soap flakes, and powdered soap. Central Soap Company, Minnesota Transfer, Minn. Filed July 24, 1924. Serial No. 200,432. Published September 14, 1926.

221,348—Shampoo. Henry L. Greene, doing business as Greene Laboratories, Allston, Mass. Filed July 18, 1925. Serial No. 217,558. Published September 14, 1926.

221,413—Shaving cream and shaving soap in the form of soap paste. Lever Brothers Company, Cambridge, Mass. Filed June 19, 1925. Serial No. 216,055. Published September 21, 1926.

221,576—Deodorizing Material. U. S. Sanitary Specialties Corporation, Chicago, Ill. Filed April 19, 1926. Serial No. 230,428. Published September 21, 1926.

221,602—Soaps. Roma Extract Company, Boston, Mass. Filed July 20, 1926. Serial No. 234,803. Published September 21, 1926.

221,657—Cleansing compound in powdered form. Claudius Nielsen, doing business as Nielco Products Co., Detroit, Mich. Filed December 14, 1925. Serial No. 224,671. Published September 14, 1926.

221,810—Insecticide. Samuel J. Albert,

doing business as Nox-All Michigan Company, Detroit, Mich. Filed June 19, 1926. Serial No. 233,470. Published July 27, 1926.

222,005—Sprayers for insecticides. Standard Oil Company (New Jersey), Bayonne, N. J. Filed July 17, 1926. Serial No. 234,682. Published October 12, 1926.

222,055—Soaps. Enterprise Chemical Co., doing business as The Chase System, St. Louis, Mo. Filed October 10, 1925. Serial No. 221,542. Published October 5, 1926.

222,134—Window Cleaner. Nukem Products Corporation, Buffalo, N. Y. Filed August 18, 1925. Serial No. 219,042. Published October 5, 1926.

222,169—Insecticides, deodorants, and disinfectants. Standard Oil Company (New Jersey), Bayonne, N. J. Filed May 27, 1926. Serial No. 232,364. Published October 12, 1926.

222,177—Paint-cleaning compound, soap, and soap powder. Dwight Mathew McGunnigle, doing business as Sterling Products Co., San Francisco, Calif. Filed July 15, 1926. Serial No. 234,588. Published October 12, 1926.

222,179—Foot Soap. Riga Chemical Company, Norfolk, Va. Filed July 16, 1926. Serial No. 234,633. Published October 12, 1926.

222,181—Insecticides. Deco Products Company, Inc., New York, N. Y. Filed May 20, 1926. Serial No. 231,909. Published October 12, 1926.

Report on Schimmel Odor Fixatives

In a discussion of fixing soap perfumes, the *Perfumery & Essential Oil Record* of London recently published the following regarding fixoresins, the odor fixatives of Schimmel & Co., Miltitz, Germany: "By far, the greatest problem of the toilet soap industry is that, combined with low costs of both perfume material and base, the perfumes must be prominent and lasting. The modern tendency is therefore towards the increasing use of fixatives giving the utmost stability to the odour and without the drawbacks of comparative costliness or of an intensity of colour detrimental to the production of the light-coloured soaps now so much in public favour. We feel confident, from the experiments we have made, that the fixoresins of Schimmel & Co. very creditably meet these requirements, and also round off and increase the volume and lasting power of the perfume material.

The commoner grades of milling soap base are very wasteful of perfume, often half a per

cent will only just neutralize the soap odour, and even one per cent of perfume lasts but a short time. We need not discuss the various reasons, it is sufficient that the exigencies of the times demand the use of such bases. We believe it to be possible by the judicious use of fixatives, to neutralize in a great measure the defects of soap bases. Taking as our standard the cheapest grade milling soap base containing 1 lb. per cwt. of perfume compound, we adopt the following as rather a severe test for comparatively trying out perfume material—5 grams of the soap so prepared, in 100 cc of alcohol, is boiled under a reflux condenser for four hours on the water bath; after that time, strips of blotting paper are dipped into the alcoholic solution for comparison of odour. In this way having had small samples of soaps prepared by the milling process with perfumes made with (1) usual fixative, (2) fixoresin instead of usual fixative, (3) as 2 with 10 per cent less perfume, we found a distinct improvement upon the usual fixative, and that a saving of 10 per cent on the perfume material, using fixoresin, gave results equalling those from the usual fixative. Comparing the keeping qualities of the samples we found the fixoresin samples better than from the usual fixative. The results are sufficient to demonstrate that a saving of material can be made with advantage by the use of the fixoresins. Of them, we tried the most delicate and exacting, cologne, lavender, neroli, orange flower, rose, violet, and ylang. There are some 14 to 16 appropriate fixoresins, those most in demand for the small to the highest valued creations of the perfumer's art. All are pourable, light yellow to golden syrupy liquids, readily miscible with the essential oils, and with alcohol. The recommendation is for 2 to 8 oz. per cwt. of soap costing 9d. per oz. For our experiments, 10 per cent of fixative was employed in the perfume, equal to about one-tenth per cent in the finished soap, so that the fixative qualities of these novelties is quite distinctive even in the smallest additions.

Colourless perfumes are much in vogue these days, and the fixoresins are therefore especially useful in the preparation of extracts; they render the perfume sweet and lasting. The essential note of ylang is greatly enhanced, the elusiveness of the rose and velvety character of the violet, or the delicate aroma of the jessamine and the orange flower fragrance in modern type perfumes, are all appreciably aided by the use of the appropriate fixoresin. To those who dilute the compounded floral oils for perfumes, 10 per cent of a 1 in 10 alcoholic solution of the appropriate fixoresin, ensures correctness of tone and permanency of odour character."

COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED
PROMPT SERVICE ASSURED TO ALL ORDERS



BAIRD & McGUIRE, INC.

HOLBROOK, MASS.

ST. LOUIS, MO.

Warehouse Stocks at

New York City

Kansas City

San Francisco



INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

A Condensed Report of the 13th Annual Convention of the Insecticide & Disinfectant Manufacturers Assn.

Hotel Astor, New York, Dec. 13, 14 and 15.

THE Thirteenth Annual Convention of the Insecticide and Disinfectant Manufacturers Association opened at 10.30 A.M. on Dec. 13, 1926, at the Hotel Astor, New York, with President Fred Hoyt in the chair. Address of welcome to New York was given by Evans E. A. Stone of the Standard Oil Co. of N. J. The introduction of new members and guests followed. The annual reports of the President, Secretary, and Treasurer were then given. (See December issue SOAP for complete reports.) Reports of standing committees were then heard. John Powell reported for the Membership Committee; H. W. Hamilton for the Exhibit Committee; Evans E. A. Stone for the Program and Publicity Committee; W. H. Gesell for the Disinfectant Committee (February Issue SOAP reprint); Dr. Wm. Dreyfus for the Standardization Committee (Reprint in full later); Mr. Stone for G. R. Rinke for the Insecticide Committee; C. C. Baird for the Tariff Committee.

C. C. Baird for the Tariff Committee said in part: "In August, the Treasury Department, in Treasury Decision 41735 described a new method to be used in determining whether or not Cresylic Acid was dutiable. This new method specified the use of a Hempel Flask and a Hempel Column, together with corrections for emergent stem of thermometer, and for barometric pressure. It also specified that the percentage of tar acids should be determined by weight, instead of by volume as heretofore.

Your committee immediately sensed that this change in procedure would tend to raise the percentage of tar acids distilling at the temperatures named in Paragraph 27 of the present tariff, and immediately called this to the attention of all the importers of Cresylic Acid. It also appeared very plain that if this test would

apply to Cresylic Acid, it would also be used on imported Creosote Oil. This condition was brought to the attention of Mr. Ponder of the Dominion Tar & Chemical Company and some of the other members, all of whom immediately protested to the authorities at Washington, and also to the authorities at the port of New York, against using the new test inasmuch as it was not a commercial one.

Mr. Ponder, and Mr. Bigelow of Parke Davis & Company, had a meeting in Washington with the Treasury officials, also with the Bureau of Standards, and later with the customs authorities at New York. Mr. Ponder spent a great deal of time and money in having tests made, these tests showing that Creosote Oil which under the old test would enter the United States free, under the new test would be dutiable under Paragraph 27. The same applied to Cresylic Acid. The result of the conferences in Washington and New York was that the customs authorities agreed to revert to the old method of testing these products; so that by the prompt action of our members this difficulty has been cleared up completely.

The tariff committee recommends that the moment the tariff is opened up in Congress, that the members quickly get in communication with their senators and representatives in an attempt to have the duty removed entirely from Cresylic Acid. The main argument against the tariff on Cresylic Acid is that the material which is now entering duty free is of an inferior quality, most of it being unsuitable for the manufacture of Cresol Compounds; and in addition that there is only one manufacturer of Cresylic Acid in the United States, which of course means a monopoly. Furthermore, this manufacturer is unable to supply but a small percentage of the Cresylic Acid used in industry in this country."

OFFICERS FOR 1927 (RE-ELECTED)

President—Fred A. Hoyt, Frederick Disinfectant Co., Atlanta, Ga.
1st Vice-President—H. W. Hamilton, White Tar Company, New York.
2nd Vice-President—Evans E. A. Stone, Standard Oil Co. of N. J., N. Y.
Treasurer—Robert J. Jordan, of Wm. E. Jordan & Bro., N. Y.
Secretary—Harry W. Cole, Baird & McGuire, Holbrook, Mass.
Board of Governors consist of the officers and
J. W. Bailey, The Tanglefoot Co., Grand Rapids, Mich.
J. H. Wright, The Zonite Co., N. Y.
C. C. Baird, Baird & McGuire, Holbrook, Mass.

In reporting for the Publicity Committee, Evans E. A. Stone described the various means used by the committee during the past year to place matter regarding the use of disinfectants and insecticides in the daily and trade press throughout the country. He described in detail the manner in which an address by Lt. Col. Reasoner at the 1925 Convention had been broadcasted throughout the country through newspapers and news syndicates.

The Nominating Committee was elected and composed of the following: James H. Readio, Jr.; C. C. Baird, J. L. Brenn, D. N. Calkins, R. C. White, K. A. Dolge, and John Powell. They subsequently reported a renomination of incumbents for 1927. (List 1927 officers herewith.)

Dr. J. K. Haywood, chief of the Insecticide & Fungicide Board of the Department of Agriculture then read a recent ruling on Liq. Cresolis Comp. and described the wider use to which pine oil disinfectants can now be placed. The official ruling stated:

"It has come to the attention of the department that a considerable number of manufacturers are

marketing, labeling and selling a product under the designation "Liquor Cresolis Compositus, U. S. P.," or "Compound Solution of Cresol, U. S. P.," or "Liquor Cresolis Compositus" or "Compound Solution of Cresol," which is not in accordance with United States Pharmacopoeial requirements in that higher-boiling tar acids or lower-boiling tar acids are being substituted in whole or in part for Cresol, U. S. P. required by the United States Pharmacopoeia to be used in the preparation of Liquor Cresolis Compositus, U. S. P.

Such a product as that described, designated as described, is held by the department to be adulterated and misbranded under those provisions of the Insecticide Act of 1910.

Manufacturers are hereby informed that such misbranded and adulterated goods, if shipped in interstate commerce, or offered for import or export, or manufactured or sold in the District of Columbia or the Territories, are held by the department to be illegal and that shipment of same will be subject to prosecution and the goods to seizure."

Dr. Haywood then stated: "I might just add to this statement, that we took this matter up with the Pharmacopoeia Committee, the Department did, in that the substitute article has a higher germicidal value than the true Liquor Cresolis Compositus. That Committee is now considering whether they will change their standard but pending such consideration Liquor Cresolis Compositus must be the U.S.P. article.

STANDING COMMITTEES FOR 1927

Membership—John Powell, of John Powell & Co., N. Y.
Disinfectant—Peter Dougan, of Merck & Co., Rahway, N. J.
Insecticide—Chas. P. McCormick, of McCormick & Co., Baltimore.
Standardization—Dr. Wm. Dreyfus, of West Disinfecting Co., Long Island City, N. Y.
Publicity—Evans E. A. Stone, of Standard Oil Co. of N. J., N. Y.
Scientific—W. H. Gesell, of Lehn & Fink, Bloomfield, N. J.
Tariff—C. C. Baird, of Baird & McGuire, Holbrook, Mass.
Program—Jas. H. Readio, Jr., of Tar Products Corp., Providence, R. I.
Legislative—J. H. Wright, of Zonite Products Co., N. Y.
Auditing—J. A. Walsh, of Phinotas Chemical Co., N. Y.



FRED A. HOYT

Re-elected President for 1927



HARRY W. COLE

Re-elected Secretary for 1927



H. W. HAMILTON

Re-elected 1st V.P.



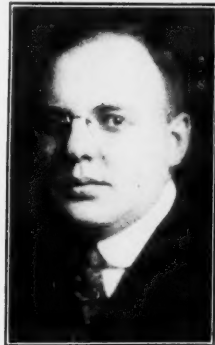
EVANS E. A. STONE

Re-elected 2nd V.P.



ROBERT J. JORDAN

Re-elected Treasurer



J. W. BAILEY

Re-elected Bd. Govns.

It has been the custom of the Board for some time to require that coal tar disinfectants recommended for *general disinfecting use* shall kill a fresh resistant strain of *M. aureus* when used at the dilution recommended.

This position was taken on the grounds that a coal tar disinfectant should kill the vegetative forms of all the common pathogenic bacteria when used at the dilution recommended.

The Board has reconsidered this position and has arrived at the conclusion that if a product will kill all the common organisms which cause epidemics of disease, when used at the dilution recommended, it can be labeled and sold as a general disinfectant.

We believe that a coal tar disinfectant recommended for general disinfecting purposes should be used at a strength corresponding to five per cent. carbolic acid, *B. typhosus* being the test organisms.

About Pine Oil Disinfectants

Recent findings of the Insecticide and Fungicide Board of the U. S. Department of Agriculture indicate a much wider field for the use of pine oil disinfectants and a large increase in their sales. Research by the Board has shown greater effectiveness against germ life and in a field much broader than previously accepted. The result will be a marked expansion in the demand for this type of disinfectants.

Yarmor Steam-Distilled Pine Oil is being sold to disinfectant manufacturers in steadily increasing quantities. The quality is uniform and the supply is dependable.

Let us send you a test sample
to determine and prove its worth.

HERCULES POWDER COMPANY (INCORPORATED)

961 Market Street, Wilmington, Delaware

Largest producers of pine oil and wood rosin in the world

HERCULES POWDER COMPANY

961 Market Street
Wilmington, Delaware

Please send me a test sample of Hercules Yarmor Pine Oil.

Name

Company

Street

City State

JANUARY, 1927

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C. P. MCCORMICK



J. H. WRIGHT



JOHN POWELL



JAS. H. READON, JR.

Chairmen Respectively of Insecticide, Legislative, Membership, and Program Committees for 1927.

Therefore if a coal tar disinfectant shows a coefficient of 1 by the R. W. method it should be recommended for general disinfecting purposes at a dilution of 1 to 20; if it shows a coefficient of 2 it should be recommended for general disinfecting purposes at a dilution of 1 to 40; if it shows a coefficient of 3 it should be recommended for general disinfectant purposes at a dilution of 1 to 60, etc.

When the coal tar disinfectant is recommended for disinfecting the skin, or wounds, or sores, or cuts, or boils, or recommended for disinfecting the throat, nose, etc., we are of the opinion that it should be recommended at such a strength that it will kill a fresh resistant strain of *M. aureus*, since this organism is apt to be present and should be killed in cases of disinfecting the skin, wounds, sores, cuts, boils, the throat, nose, etc.

By a fresh resistant strain of *M. aureus* is meant one that is not killed by 1 to 70 phenol in 10 minutes nor by 1 to 80 phenol in 15 minutes, but may or may

not be killed by 1 to 60 phenol in 5 minutes, the test being carried out at 20 degrees C., following the R. W. procedure and using 0.5 C. C. of culture to 5 C. C. of diluted disinfectant."

That is something of a change in the attitude that we have followed up to date, that is, for the last three or four years. We have been holding that disinfectant for general use will kill the forms of all including *micrococcus aureus*. *Micrococcus aureus* being one of the hardest to kill we took that as a test organism. Now after consultation with a number of authorities, especially the Public Health Service, they believe the Board has possibly been a little too drastic in that stand and thereby say if the product will kill the pathogenic bacteria which cause the common epidemics of diseases but when it is recommended for wounds, cuts, sores, etc., where *micrococcus aureus* is the thing to be killed, then should be of such dilution as to kill it.

The next place where the Board has proceeded a



View of products exhibited at the Insecticide & Disinfectant Manufacturers Convention in New York. Among the exhibitors were: Lehn & Fink; Huntington Labs.; Tanglefoot Co.; Standard Oil Co. (N. J.); McCormick & Co.; Zonite Products Co.; West Disinfecting Co.; John Opitz; Larvex Corp; Dominion Tar & Chemical Co.; Komo Chemical Co.; Phinotas Chemical Co.; Puritan Chemical Co.; Roessler & Hasslacher Chemical Co.; Merck & Co.; John Powell & Co.; White Tar Co.; Wm. E. Jordan & Bro.; Monsanto Chemical Works; Frederick Disinfecting Co.

little beyond what it did before is in regard to pine oil disinfectants. In Item No. 59, Insecticide Service and Regulatory Announcements No. 48, manufacturers of pine oil disinfectants were informed that pine oil disinfectants were effective in killing *B. typhosus* when used in proper dilution, but were not effective in killing *M. aureus* or *B. anthracis* in any dilution capable of emulsification.

Manufacturers were further informed that they were justified in recommending the use of pine oil disinfectants in cases of typhoid fever but were not justified in recommending the use of the product to kill organisms other than *B. typhosus* unless they had made experiments and found the product would in fact kill other pathogenic microorganisms, under which circumstances they were justified in claiming effectiveness for pine oil disinfectants against such organisms."

At that time you remember pine oil disinfectants had only been tested against *micrococcus aureus* and *anthracis* and typhoid and nobody knew that it would kill any other organism and we held at the time that unless the manufacturer found it would kill some other organism that in the present state of our knowledge they were only justified in using it against that which we knew it would kill—that is, typhoid, and not go further than typhoid unless they did the work and found out that it would.

We hoped by that to stimulate the manufacturers to use it, but very few of them rose to the bait and there were not many tests made so we made the investigation ourselves of pine oil disinfectants. I will go on and read.

The Insecticide and Fungicide Board has tested H. L. Pine oil disinfectant and found it to be effective at the correct dilution in killing *Streptococcus viridans*, *Streptococcus hemolyticus*, *Streptococcus non-hemolyticus*, *pneumococcus* Type 2, *Bacillus diphtheriae*, *Bacillus dysenteriae*, *Bacillus enteritidis*, *Bacillus paratyphosus* A, *Bacillus paratyphosus* B, *Bacillus Coli*, and *cholera vibrio*.

Manufacturers will therefore be justified in recommending the use of H. L. pine oil disinfectant in combatting the above mentioned microorganisms. That makes a great deal wider use of pine oil disinfectants than formerly.

It is suggested that the product be used at a strength that will correspond to 5 per cent. carbolic acid, against *B. typhosus*. This will mean that if the product shows a coefficient of 1 by the R. W. method it should be used 1 to 20; if it shows a coefficient of 2 it should be used 1 to 40; if it shows a coefficient of 3 it should be used 1 to 60, etc.

"Pine oil disinfectants will not kill a fresh resistant strain of *M. aureus* in any dilution capable of emulsification. They should not therefore be recommended for disinfecting wounds, sores, cuts, boils, the throat or the nose or any other place about the person where a disinfectant would be supposed to kill the pyogenic bacterium, *M. aureus*."

Now, those are just some slight changes that we are making in our procedure due to the further work that has been done. It allows of broader use of pine oil disinfectants and allows a use of coal tar disinfectants for general disinfecting purposes in a somewhat greater dilution than with *micrococcus aureus* as the test organism.

Dr. Charles H. Richardson, Bureau of Entomology, U. S. Department of Agriculture spoke on the problems in the use of insecticides.

Arthur O. Ponder of the Dominion Tar & Chemical Co. then described the activities in Washington to change the recent reclassification of creosote oil in the tariff schedule. (See also Tariff Committee Report.) Dr. G. F. Reddish, bacteriologist of the Insecticide & Fungicide Board, read a paper on "The Examination of Disinfectants and Antiseptics." (Reprint in later issue of SOAP.) Franklin H. Miller of the Curtis Publishing Co. gave a talk on advertising and showed by various figures how the insecticide and disinfectant industries were not spending anything like the sums which competitive industries were using to put over their products nationally. He said that education of the American public in the use of insecticides and disinfectants was badly needed today.

With the beginning of the second day's session of the meeting, a discussion of the pyrethrum (insect flower) situation was held. John Powell of John Powell & Co. and C. P. McCormick of McCormick & Co. were the chief speakers. Mr. Powell stated that the present market trend was upward. He said:

"The situation in Dalmatia is a very bad one for the simple reason that the old standards of quality are not being held up. We used to have one grade of closed insect flowers and now we have four grades alone. So when you buy closed flowers you don't know whether you are getting real old-fashioned closed flowers or not and those grades are gotten by mixing it and those fellows have it down to a science. It is getting to a point now where the article is from a practical standpoint getting more—well, you cannot depend on it unless you are awfully careful and while a firm might suppose in specifying closed flowers that they were getting a high quality of goods such would not be the case at all. They might be getting something very, very inferior. It is getting to be a case where closed flowers does not mean anything. We are attempting to set up a standard where it can be depended on.

The new crop—that is, next year's production—of course, isn't in the ground so to speak. The plants are there because it is a two-year plant, but a great many of them are being pulled up because the price is so low and are not being set out again. It is one of those cases where as far as we can see the price will go on about even and then it will shoot up high because you cannot make the supply great at one particular time and then without going through a period of a year or so. The market will gradually work its way up until such a time as the high price brings about another big crop and then go down again. It is just one cycle back and forth again. During all of this time, especially when the price is so low, there is a great deal of manipulation."

Mr. McCormick said: "I have same statistics here that may be interesting to the organization that will back up Mr. Powell's statement exactly. In 1921, we will take that Japan crop just for instance, 1921 the actual crop, as near as the available data as possible, there were roughly three million pounds. Now 1922 four million pounds. 1923, two million seven

(Continued on page 55)

Convention Gleanings

As Observed Within and Without the Meeting Hall at the Insecticide & Disinfectant Meeting in N. Y.

By the Editor of SOAP

Jimmy Varley, the Shakesperian authority from St. Louis, gave a short recitation from "Julius Caesar" at the banquet. This has become an annual rite.

The Tangleflit Twins apparently declared a truce at the Convention. Neither Messrs. Bailey nor Stone was as ready with gay repartee as at Quebec last June.

It is reported that a flunkey at the Hotel Astor attempted to take Arthur Ponder's jar of creosote oil emulsion to the kitchen, believing that the chef had misplaced the milk.

When C. Campbell Baird discoursed on the Tarrrrrriff on crrrrresylic acid, all was silence until some unmannered wit in a sharp stage whisper called for an interpreter.

When the unanimous re-election of all the officers of the Association was announced, nobody looked surprised except Fred Hoyt and Harry Cole.

Counting the attendance, both those who registered and those who did not, more than a hundred firms in the insecticide, disinfectant, and allied fields were represented at the meetings.

Dr. White of Komo had a knack of securing almost immediate attention and quiet when he entered the discussion. Doc White is one of our new members. Wait a year or two. The old-timers still interrupt each other with the same old free abandon.

Charley McCormick made a hit by seeing to it that each member at the banquet received one of the cans of McCormick's Banquet Tea bags. Voted a beautiful package by those present.

The crowd which was continuously examining the exhibit of products of members, evinced a lively interest in this part of the Convention. Page H. W. Hamilton, who conceived and carried out the idea.

Carle Cooling had not been in attendance at the Convention one hour before he had his room filled with guests. As said guests became somewhat forgetful, his name became Cal Coolidge

and it stuck. "Cal" is the Metal Package expert and he told the boys a thing or two before he left.

A vote was taken in Room 190 to determine the Valentino of the disinfectant industry. Jim Readio won in a walk. Jim made the crowd take it back on threat to clean out the place. He offered to take 'em one at a time or the whole gang at once.

Some kind hearted soul put a Puritan Roundhead in the overcoat pocket of the editor. It's a gamble that no self respecting moth will go near that coat for at least two years. They evidently take their paradichlorbenzene straight in those Roundheads.

Speaking of coats—somebody at the meeting asked John Powell where his coat was, and John replied that there was no point in wearing a coat in New York.

A gentleman named Binns, reputed to be an assistant butler, was introduced at the meeting by Arthur Ponder of Montreal. Binns is the fellow who dropped the potatoes.

Hep Chamberlain, head of the para department of Hooker, took the veil for his firm at the meeting and joined up. After Charley McCormick and Jake Brenn finished working on Hep, there was only one thing for him to do. As a pioneer in the para field, he did it. Signed up.

As might be expected, the Spoof Twins, Readio and McCormick, framed a nice little fake report on the President's Address which started in by telling Fred Hoyt how rotten his report was. The "mistake" was then discovered. Did Fred get excited? He did not—for was not Jim Readio reading the report?

It was announced at the meeting that Mrs. Harris had filed suit for divorce against Dr. Hamilton, naming Evans E. A. Stone as correspondent.

Speaking of Mrs. Harris, nee Bailey of Grand Rapids,—said person introduced Mr. A.

Trade Mark

HEX

Reg. U. S. Pat. Off.

**TAR ACID OIL****Chilled - Filtered and Pressed - No Sediment**

Makes up a milk white emulsion with a good odor.

No waste—cheapest in the long run

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Trageser Steel Drums— *are built to last!*



THEY make ideal containers for liquid soaps, disinfectants, cleaning preparations, essential oils, vegetable oils and other liquid products.

30 - 55 - 110 GALLON SIZES
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We also make Removable Head Drums and Steel Nesting Cans For Semi-Liquid or Paste Products

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V. Crary of Continental Can at the meeting. This led the rumor that Doc Hamilton may file a counter suit naming Crary.

The manner in which the exhibit of products evaporated under the attack of the members at the close of the Convention, might lead one to believe that Flit's winter advertising against roaches, et al, is very timely. The editor was awarded a box of fifty Tanglefoot fly ribbons. Now, bring on your flies!

After Dr. Haywood of Washington, etc., had finished his address covering pine oil disinfectants, Dr. Dreyfuss of West is reported to have led the cheers. At any rate, Doc Haywood was there. For three days, Doc did little else but answer questions. It seemed that everybody had at least sixteen questions that they wanted to ask him.

Rob Jordan of East New York and Montmorency Falls, treasurer of the Association, gave his annual report which contained no reference to automobile hire at Quebec.

Donald Gilpin of Baltimore entered the meeting room on the third day of the meeting, carrying a small black flag.

The proverbial one-armed paper hanger with the itch did not have a thing on Harry Cole during the three days of the meeting. Harry just had time to catch an occasional odd breath or two.

The Victor Phonograph Co. is reputed to have offered Doc Hayward and Jim Radio a very lucrative proposition for recording their famous duet, "Oh, Nothing is Safe at Fair Harvard."

When William Gesell was delving deeply into bacteriology and bacterio-chemistry in the annual report of the Disinfectant Committee, the official stenotypist was heard to murmur: "Thank God, I didn't have to take that down!"

Simon Selig of Atlanta and D. N. Calkins of Rochester were noted to be two of the heaviest listeners at the meetings.

Wallace Thomas of Gulf Refining unearthed a couple of good stories at lunch. To look at the man, this is the last thing we would accuse him of. You never can tell about these fellows from Pittsburgh.

Karl Dolge and Jake Brenn were caught in the hall again talking earnestly in an undertone. Some liquid soap is thicker than water.

Next summer's meeting is to be in Chicago. All the boys who have been studying French, getting ready for Quebec again, can now switch over to revolver practice.

When Harry Cole was again re-elected Sec-

retary, he unconsciously assumed a facial expression which seemed to say: "Well, if I'm going to be hung, let's start now. Why wait?" His well-put appeal for the help of the members in every way, however, must receive serious consideration. The Secretary's job has in reality grown in size faster than the Association's rapid expansion. He has done and is doing more for the Association than any other single individual, and this means for the benefit of every insecticide and disinfectant manufacturer in the country.

Messrs. Figgis and Curtis of American Can were there too. They said that their company also made some cans.

Some of the boys had their thirst for a taste of New York night life satisfied in the usual way. They paid about \$62 for three bottles of ginger ale and a table to sit at. This is strictly according to Hoyle.

Well, the next meeting is in Chicago. You birds in the Middle-West begin to commence to get ready to attend now. It'll probably be in June. And, it can't be any worse than New York.

The Huntington Laboratories, Huntington, Ind., have issued a unique "alabi finder" for buyers who do not want to buy. It contains a full set of original reasons for the twelve months of the year why buyers cannot buy at that time. They have also issued a complete catalog of their products which include liquid soaps, insecticides, disinfectants, cleaning and polishing preparations for sale in bulk and smaller packages.

A campaign for the destruction of ants in Panama has been inaugurated by the Department of Agriculture and Public Works. Materials and apparatus are being furnished at government expense and the work is being directed through inspectors of public instruction with the aid of directors and teachers in the public schools.

Larvex Corp., Brooklyn, and Zonite Products Co., New York, manufacturers of moth preventives and disinfectants, have been consolidated. Ellery Mann is president of the consolidated companies. L. A. Hall is treasurer.

A fly exterminating campaign has been started in Chile by the Bureau of Sanitation of the Chilean Ministry of Hygiene, at Valparaiso. In 1925 Chile imported 28,321 kilos of insecticides, the United States leading with shipments of 11,515 kilos. Germany was a close second, shipping 11,081 kilos of insecticides to Chile.

Perfumes for **INSECTICIDES and DISINFECTANTS**

Our laboratories, after conducting a thorough research with the above products, have finally perfected a series of perfume oils which will not only overcome the heavy and pungent odor of the chemical constituents in these two bodies, but will also impart a fragrant note to the finished material.

The minimum cost of these perfume products enables us to offer them at exceedingly attractive figures.

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(PYRETHRUM)



*Leading importers and millers of
Pyrethrum for over thirty years
Finest powder milled for repacking
or
Granulated for percolation purposes*

MC CORMICK & Co., INC.

BALTIMORE, MD.

Specialists in Pyrethrum Products

Report of Convention (Continued from Page 50)

hundred pounds. 1924, four million four hundred pounds. 1925, fifteen million pounds. 1926, roughly twenty million pounds.

Now, a great many people wonder why the price should continue to go up. Pyrethrum takes about five years to actually reach the real growth and the fifth year will produce more flowers than others. This year is the largest crop and really the largest growth and, frankly, next year we anticipate next year's as the biggest crop.

Another thing to be taken into consideration is the fact that the Japanese are using a good deal more insect powder and they use about three million pounds a year. That consumption has gone ahead. Of course, the liquid insecticides used in this country have practically tripled the use of insect powder so really, we are on the same basis as in 1924. While the market has gone down in the past we do not look for lower prices."

A paper by Dr. John Glassford, of McCormick & Co., discussed methods of valuation of insect flowers and pointed out that croton bugs had been found to be most readily obtainable and best subjects for tests. Dr. Glassford condemned the method of valuation by extraction of oleoresins, holding that such tests often showed results which were just the opposite of those obtained by practical tests on insects. In other words, he had found that the quantity of extractable oleoresins might be large in a shipment of flower which were not actually efficient insect killers. He also pointed out that this oleoresin valuation method easily lent itself to sophistication, in that inert oleoresins might be added to insect powder.

A talk by Dr. Robert C. White, of the Komo Chemical Company, dealt largely with his discovery of the mushroom fly as the ideal insect for use in testing the power of insecticides, in that it was readily obtainable at all times of the year and that it apparently thrived normally while undergoing tests in the laboratory. Dr. Carroll Fox, chief quarantine officer of the Port of New York, described the disinfection and cleansing of immigrants, and the disinfection of baggage with prussic acid. Commissioner W. E. Humphrey of the Federal Trade Commission spoke briefly on commercial bribery and discussed the subject of premiums as taken up at the Indianapolis conference Nov. 10 last. Technical papers on disinfectants and insecticides were then given by Lt. Col. Matthew A. Reasoner, U. S. A.; Dr. Frank Woodbury, U. S. A. retired; Lt. Com. J. H.

Chambers, U. S. N. They related chiefly to sanitation and will be discussed in later issues of SOAP.

Dr. J. E. Shillinger of the Bureau of Animal Industry in a paper on "Qualities Desired in Insecticides Intended for Use on Domestic Animals" told of the number of problems yet to be solved by the Department of Agriculture, the pests which his department has been studying and the means of combating them. Prof. Hugh E. Agnew of New York University gave an address on "Co-operative Advertising." He also urged the necessity of first educating the public in the use and need for insecticides and disinfectants. Following his talk, Evans A. Stone moved that a committee be appointed to consider ways and means for conducting co-operative publicity and advertising, and that a study be made with limited funds, and that the committee report at the mid-summer meeting in Chicago. The following committee was named: Messrs. Stone, White, Dougan, Oppenheimer, Gesell, Dolge, Hamilton, Mahan and Tamenbaum.

C. C. Concannon, chief of the Chemical Division, Department of Commerce, described ways and means for expanding the foreign trade in insecticides and disinfectants. He described the method of compiling and distributing foreign trade statistics and their value. J. L. Brenn in a brief paper on returnable drums, said in part: "I admit that the policy of charging for drums does tend to make a paper profit. Checking back to the years when it was the custom with us to charge for drums and comparing these figures with the year just closing, providing the ratios of returned empties and those paid for and not returned would be the same, we would have made a profit of three thousand dollars, in round figures, on our drum account over and above the profit we actually made."

"But would it really have been a profit? I don't honestly believe so. Looking back to the years when we did charge for drums, I find in our files an untold amount of correspondence with customers about drums they didn't return and didn't pay for. In many cases we actually lost trade through these disputes. It took the time of one clerk to keep tab on the drum account. Our ledger accounts were full of little balances outstanding for unpaid drums and every year when the auditors were checking up our accounts receivable all sorts of disputes arose. Our accounts receivable contained several thousand dollars worth of assets that really were not assets at all but plain charge-offs."

"If we were selling goods where it was a case of splitting pennies, as is true with gasoline, lubricating oils, etc., I would say we were justified in charging, but we do not deal in that sort of merchandise. We

INSECT POWCO POWDER

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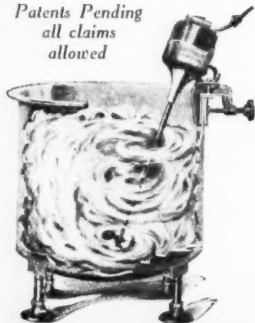
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find no trouble at all in charging our customers a few cents a gallon more for our goods and thus include the price of the drum right in with the price of the goods. We are saving our customers and ourselves all sorts of bother and everybody is satisfied. I notice now that a good many of the oil companies like Veeolol, Mobiloil, Enarco, etc., are following the same policy and surely if they found it possible to do so with motor oils, it can be done with liquid soaps, disinfectants and insecticides.

"Customer satisfaction is the one great asset any of us can have and I am here to tell you that the drum situation alone will make or break the confidence of your trade but we cannot deny that it is one big step towards customer satisfaction."

F.T.C. Approves Anti-Premium Stand

The Federal Trade Commission issued a statement Jan. 5, endorsing the anti-premium stand of the insecticide and disinfectant industries held Nov. 10, 1926 at Indianapolis under the guidance of Commissioner William E. Humphrey and Director of Trade Practice Conferences, M. Markham Flannery. (See December issue SOAP for full report and resolution.) In giving its approval to the anti-premium resolution adopted Nov. 10 and which placed a limit of \$2.00 cost on souvenirs, etc., the Commission stated it did not favor any kind or type of premiums or gratuities. Those who subscribed to the resolution were: E. Frank Wells, president, Northwestern Manufacturing Company, Indianapolis; Henry D. Tatem, president, Chemo Company, Buffalo, N. Y.; Harry W. Cole, secretary, Insecticide and Disinfectant Manufacturers' Association, and vice-president, Baird & McGuire, Holbrook, Mass.; S. S. Selig, president, Selig Company, Atlanta; Harry Rubel, West Disinfecting Company, Long Island City; A. L. Feldman, president, Puritan Chemical Company, Atlanta; J. E. Holloway, sales manager, C. B. Dodge Company, Westport, Conn.; James Varlay, vice-president, Baird & McGuire, St. Louis; J. L. Brenn, secretary, Huntington Laboratories, Huntington, Ind.; Fred A. Hoyt, president, Frederick Disinfecting Company, Atlanta; John B. Morin, president, International Chemical Company, Chicago; Harry New, Interstate Sanitation Company, Cincinnati; Earl Corkins, president, Corkins Chemical Company, Cincinnati; H. A. Brereton, president, Worrell Manufacturing Company, St. Louis; B. Alexander, sales manager, Huntington Laboratories, Huntington, Ind.; C. D. Van Dyne, vice-president, American Disinfecting Company, Sedalia, Mo.; T. B. Robertson, president, Robertson Products Company, Chicago; J. B. Calkins, Rochester Germicide Co., Rochester, N. Y.

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WORLD'S LARGEST exclusive manufacturers of hand operated sprayers and planters.

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Market Report on TALLOW, GREASES AND OILS

(Written January 8, 1927)

The market for vegetable oils, tallow and greases has been a rather limited affair in the past month, buyers having slowed their purchases down to almost nothing through the holidays and having not yet gotten into a buying mood for 1927. There have been practically no exceptions to this rule in the entire list, but in spite of the general lack of interest on the part of the consumers and the weakness in cottonseed oil, prices have held well. Few changes are to be reported. Outstanding in maintaining its previous position is cottonseed oil, where numerous efforts to strengthen prices have at least prevented any further declines and have even improved figures slightly. Olive oil and olive oil foots are substantially higher than they were a month ago, short spot supplies and higher exchange being responsible.

COCONUT OIL

Business in coconut oil, as in most of the vegetable oil list, has been quiet over the past three or four weeks. Buyers have generally kept out of the market over the turn of the year. Prices are not substantially different from those named a month ago, however, recent spot sales having been made at both $8\frac{1}{8}c$ and $8\frac{3}{8}c$ a pound. Coast prices are not lower than spot, $8\frac{3}{8}c$ being the average shipment figure.

PALM OIL

Although sales of Niger have been reported made, in the past few weeks, at as low as $6\frac{3}{4}c$ a pound the best that can be done now is $7\frac{1}{2}c$ for spot oil. This is the same figure quoted at the close of the previous period covered by these reports. February or March shipment prices are inside at $7c$. Spot Lagos has improved its position slightly, $8\frac{1}{4}c$ being generally named. Shipment prices are changed at $8c$. Very little is being done in this item, prices being above the levels of competitive products.

PALM KERNEL OIL

There has been no change in the situation here, both spot and shipment prices making it practically impossible to do business in competing with coconut oil. Tank cars are offered on spot at $8\frac{1}{2}c$, with shipment casks named at from $9c$ to $9\frac{1}{4}c$. The market is at a standstill.

OLIVE OIL

Spot supplies have once again been cleaned up, or removed from the market, and the trade is fairly well filled with short interests. Prices have jumped to an inside of $\$1.50$ a gallon on commercial oil, ranging to $\$1.75$ according to quantity and seller. Little relief is seen in the possibility of shipment goods, as advancing exchange has increased shippers' ideas materially. Shipment prices are around $\$1.65$.

OLIVE OIL FOOTS

The situation here is much the same as in commercial olive oil, advancing exchange having sent shippers' figures to considerably higher levels and lack of supplies here having caused increases in spot prices. The best that can be done on spot is $10c$, while nearby consignments are only $\frac{1}{4}c$ under this figure. February-March arrival prices are inside at $9\frac{1}{4}c$ and range to $9\frac{1}{2}c$ according to seller and position.

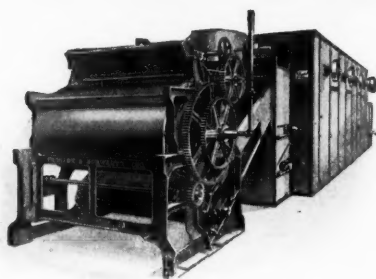
COTTONSEED OIL

Unfavorable weather conditions in most of the cotton producing areas have retarded the collecting and ginning of the crop. In some quarters it is thought the total may not reach the Government's latest estimate, of slightly over eighteen and a half million bales. Buyers have not been active, comparatively little business of any description having been done in the period closing. Prices have not changed materially in the past month, although at times there have been efforts to inaugurate bullish movements. P. S. Y. went a little above $8\frac{1}{2}c$ a pound, for forward positions, but at the time sales were made down to last month's closing figure, $8c$. The close in the present period was at $8\frac{1}{8}c$. Crude oil went down to $6\frac{1}{4}c$, for immediate shipment from the Southeast, but the closing week saw $6\frac{1}{2}c$ as the prevailing figure.

GREASES

Demand for greases has been fair, considering the general quietness of the market, but prices are not materially above last month's closing quotations. Late in the year quarter cent advances were made, but at closing costs were only an eighth cent a pound higher than a month ago. House and yellow are inside at $6\frac{1}{8}c$, with white ranging from $7c$ to $10c$.

New dryer for thin chip soap!



Chilling rolls that produce the popular, very thin chip—a dryer that is radically new and improved throughout.

This combination in the new Proctor Chip Soap Dryer offers the opportunity of producing the fastest-selling laundry chip soap, at a new high rate of efficiency and a degree of operating economy never before achieved. The outstanding economies are savings in floor space, steam and power.

The sizes and capacities of the machines being built appeal alike to large and small manufacturers. Write and let us acquaint you with the new features of design and their proven advantages.

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A BLOODHOUND could not trace some sales inquiries. It is safe to say, however, that a vast majority originate from some form of advertising. Mention of the name of a publication in writing to an advertiser is prima facie proof of this.

IF YOU find SOAP helpful in your business, will you help us by mentioning the name of SOAP in communicating with our advertisers? To us, there is nothing which you can do to be of greater help to us. Every time you mention SOAP, it's a boost.

TELL THEM YOU SAW IT IN "SOAP"!

The Publishers



FISH OILS

Consumers have not been particularly active, but the market has retained its steady and firm tone. Cod ranges from 63c a gallon up, in barrels, according to quantity. Whale ranges from 78c to 82c, with light pressed menhaden inside at 58c.

TALLOW

The situation here is unsettled, with buyers showing little interest. Stocks are not particularly large, however, although there are plenty of goods in sight. Prices have dropped off in the past month. Last sales here were at 7¹/₄c a pound.

Easier Trend in Glycerin Market

There is an easier trend in the glycerin situation according to Parsons & Petit, New York, who state in their market report of Jan. 7th: "Dynamite:—The market has been inactive and there is an easier tendency, which bids fair to become accentuated. Quotations from abroad have been coming in lower each time, and there is an evident desire, on the part of several countries, in Continental Europe, to move a quantity, over the first six months, or even the entire balance of the year. In most cases, refiners in this country have been holding at 27c, but it is now reported that this price can be shaded quite a bit, in certain directions, for January/March deliveries. We have no actual knowledge of any transactions at under 27c, but it is intimated that one of the powder companies has been able to discount that price, considerably. In spite of the open winter, we are told that anti-freeze, glycerine compounds have sold freely and the opinion is expressed by many, that little, if any, will be carried over into next season; others, however, claim that dealers have bought more than they will be able to dispose of and that even the manufacturers have unsold stocks on hand. There is no doubt of the advantage possessed by glycerin, for the purpose mentioned, and it is certain

that its use will increase, each year, but the public will have to be educated to the high initial cost, as compared with alcohol and other mixtures, before the article can come fully into its own. Had it not been for the anti-freeze demand, dynamite would probably be selling at several cents per pound cheaper, today. Crude:—There is practically no buying interest. February lye has been sold at 18c, basis of 80%, loose, and saponification is therefore worth 19⁷/₈c to 20c, basis of 88%, but there is so little of the latter grade available here, that it is bringing a proportionately higher price. European quotations have declined ¹/₂c per lb., in the last week or so. Chemically Pure:—The 'official' quotation is 30c, in bulk. Resale lots have changed hands, at prices considerably lower, and foreign offerings are discounting domestic refiners' figures."

Magnus, Mabec & Reynard, New York essential oil manufacturers and importers held their annual sales convention Dec. 21 and 22. A theatre party and a dinner at Janssen's Hofbrau were a part of the meeting. Joseph B. Magnus arranged the details for the convention.

Morana, Inc., New York perfuming material manufacturers and importers, held their annual meeting of salesmen and executives Dec. 27 to 29, at the firm's main offices. Sales problems, which came up in 1926, were discussed, and plans for 1927 were formulated.

L. A. Watt, technical sales adviser of Monsanto Chemical Works, gave a talk on "Industrial Chemistry" before the Rotary Club or East St. Louis, January 5th.

Givaudan-Dellawanna, Inc., New York, has appointed Ralph M. Stevenson as the firm's representative in Detroit. Mr. Stevenson makes his headquarters at 305 Donovan Bldg., Detroit.

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***For your own protection, insist on
Original Cans and Cases***

PACKED IN 100-LB. CASES—EACH CASE
CONTAINS 4 25-LB. TINS
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Market Report on ESSENTIAL OILS AND AROMATICS

(As of January 8, 1927.)

During the past month, the essential oil market has been quiet and the trend of prices has been slightly downward although few pronounced declines have been recorded. New shipments of oils have softened the market in some cases while lack of demand has also influenced conditions. The position of French exchange kept most oils from this source firm. Bergamot, Ceylon citronella, cassia, peppermint, lemon, cananga and orange were easier. Cedarwood was higher. Geranium and lavender were firm.

OIL ANISE

Anise has continued easy and quiet during the period in spite of the disturbances in China which may interfere with supplies. Prices were unchanged at 57c to 58c for technical and 60c for redistilled oil.

OIL BERGAMOT

New crop oil is offered for shipment from Sicily in good quantities and at sharply lower prices. This has not as yet had a great deal of effect on spot prices, but has weakened the market. Spot oil as to seller and brand runs from \$7.25 up to \$8.00 lb. Synthetic from \$2.50 to \$3.50 as to seller.

OIL CASSIA

Has remained soft with a slightly easier tendency in prices during the period. Demand has not been active and stocks are ample. Spot technical oil at \$1.60 lb. Redistilled from \$1.95 to \$2.10 lb.

OIL CITRONELLA

Weakness in Ceylon oil brought out lower prices during the month. Spot oil was quoted down to 35c lb. drums, although most sellers asked from 37c up. Stocks are large and demand quiet. Java oil soft at 55c lb. spot.

OIL CANANGA

A trifle lower again this month as new stocks are offered. Now quoted spot at \$5.20 for natural and \$5.75 for rectified.

OIL CEDARWOOD

Another sharp jump in price was recorded this month and inside for cedarwood is now 35c lb. drums with some holders asking up to 40c. This compares with 20c spot a couple of months ago.

OIL GERANIUM

The spot geranium position has strengthened

during the month owing to the strength of French exchange. Prices are the same here, but shippers in Reunion have apparently regained some of their confidence. Demand here is quite good owing to the low price. Now named spot \$2.75 to \$3.00 lb. for Bourbon or African as to quantity and quality.

OIL LAVENDER

The strength of the franc has also tended to hold lavender firmer. Spot prices unchanged from \$3.75 to \$5.00 lb. as to quality and seller. Spike at \$1.00 lb. up.

OIL LEMON

Lower shipment prices for lemon have weakened the market on spot. Spot Italian oil lower at \$2.25 to \$2.50 lb. American \$2.00.

OIL PEPPERMINT

Again lower at \$4.75 lb. for natural spot and \$5.25 to \$5.50 for U.S.P. A large short interest in the Middle-West is reported to have added technical strength to the position.

TERPINEOL

Firm and in active demand at current prices. Drums from makers 35c works, cans 37c up.

Stoddard Leaves Ungerer & Co.

Russell B. Stoddard, for the past five years connected with Ungerer & Co., New York, left the essential oil business on Jan. 1, to enter the financial field. He is now connected with Dane & Co., New York, members of the New York Stock Exchange. Mr. Stoddard, who joined the staff of Ungerer & Co. in 1921, was some years ago an instructor in organic chemistry at the Lowell Textile School. He is an authority on the chemistry of volatile oils, aromatic chemicals, and dyestuffs.

Burton T. Bush, for many years identified with the perfuming materials trade, is president of the newly organized Dispersion Process Co., with offices at 30 E. 23rd St., New York. The firm represents the Premier Mill Corp., Geneva, N. Y., manufacturers of colloid mills. Mr. Bush was at one time head of the American Branch of Antoine Chiris Co. and later organized the firm of Burton T. Bush, Inc., now Givaudan-Dellawanna, Inc.



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Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of January 8, 1927)

Little change in the chemical market situation was reported during the first week of the new year. General quiet has prevailed since the middle of December owing to the usual holiday dullness, inventories and the like. The total volume of business which has been transacted for this time of the year, however, has been good. With slightly lower contract prices for caustic soda, there has been no change in the less-carload figures and is likely to be none. Heavy imports of glycerin and somewhat of lessened buying tended to weaken this item near the close. Lower grade rosins were slightly easier but the pale grades were sharply higher this month.

ALKALIES

New contract prices based on caustic soda at \$3.00 solid drums cars went into effect Jan. 1. There has been no change in the less-carload prices, however, and apparently there is going to be none owing to the cost of handling and distributing the smaller lots. Less carlots in 1927 will follow 1926 prices. There has evidently been no let-up in shipments of alkalies to consumers, taking into consideration the holiday season just passed. Contract business for 1927 already written is reported at high levels.

GLYCERIN

Imports of glycerin for 1926 probably shattered all records. The first ten months alone saw 8,500,000 lbs. of refined and almost 25,000,000 lbs. of crude come in. A slight slowing down of buying during the past month, both in anti-freeze and other channels, has tended to soften the market. Imported dynamite is reported offered under the established 27c price here. C. P. is offered at 29½c. Crudes show little change with saponification at 20c and lye at 18c.

ROSINS

Although there were slight reductions in the lower grade rosins during the period, the pale grades recorded sharp advances. Grades B. to I were down about 30c to \$12.60 bbl. New York. K to N grades were up on an average of a dollar to \$15.00 to \$15.75. WG jumped

up to \$17.50 and WW up to \$18.75. Wood rosin quiet \$10.50 works.

CAUSTIC POTASH

Most sellers in the American market are sold up and can take no additional business. This has thrown the extra demand on one or two houses who can still supply. The price is still the same at 7½c, although premiums up to 7½c are reported to have been paid by consumers to get a car in a hurry. Sellers here state that a price advance is merely waiting on action in Germany.

COAL TAR PRODUCTS

There is a tendency toward higher prices in creosote oil. Some sellers have moved prices upward and are now inside at 14c to 17c gal. as to grade and quantity. Some factors look for further advance. The position of cresylic acid is indicated as slightly firmer, but prices are the same at 58c to 65c gal. for dark and pale as to seller. Naphthalene appears to show a slightly firmer trend. Tar acid oils are firm and unchanged at previous prices.

PARADICHLOROBENZENE

Movement of goods continues steady in generally increasing quantities. Demand remains brisk. Prices are firm without change at 20c to 21c lb.

INSECT POWDER

The firmer position due to higher flower cost continues and the tendency is still upward. Spot pyrethrum powder pure as to grade and seller ranges from 22c to 25c lb.

The soap industry took considerably more rosin in 1925 than in 1924, according to rosin statistics recently published by the Department of Commerce. The total in 1925 was 281,230 barrels, as compared with 209,912 barrels in the previous year. This placed soapmakers in second place again, as rosin consumers, paper and paper sizing manufacturers ranking first, with purchases of 313,365 barrels, in 1925, and 275,373 barrels, in 1924. The paint and varnish industry, which ranked second, in 1924, with a consumption of 219,241 barrels, slipped into third position, in 1925, with 228,207 barrels. Total consumption, in 1925, amounted to 1,004,304 barrels, as against only 864,841 barrels, in 1924.

CURRENT PRICE QUOTATIONS

Chemicals

| | | | |
|---|-----------|--------------------|-------------------|
| Acetone, C. P., drums | ..lb. | .13 | .14 |
| Acid, Boric, bbls. | ..lb. | .081 $\frac{1}{2}$ | .09 |
| Cresylic, 95%, dk., drums | ..gal. | .60 | .65 |
| 97-99%, pale, drums | ..gal. | .61 | .66 |
| Formic, 85%, tech. | ..lb. | .10 $\frac{1}{2}$ | .11 |
| Oxalic, bbls. | ..lb. | .12 | .13 |
| Salicylic, tech. | ..lb. | .28 | .30 |
| Sulfurous, 6% cbys. | ..lb. | .06 | .07 |
| Adeps Lanae, hydrous, bbls. | ..lb. | .16 | .20 |
| Anhydrous, bbls. | ..lb. | .19 | .22 |
| Alcohol, Ethyl, U. S. P., bbls. | ..gal. | 3.90 | 4.00 |
| Complete Denat., No. 5, drums ext. | ..gal. | .35 | .40 |
| Ammonia Water, 26 deg., drums wks. | ..lb. | .03 | .04 |
| 18 deg., drums wks. | ..lb. | .02 $\frac{1}{2}$ | .03 |
| Ammonium Carbonate, tech., bbls. | ..lb. | .10 $\frac{1}{2}$ | .13 |
| Bay Rum, Porto Rico, denat., bbls. | ..gal. | .85 | .95 |
| St. Thomas, bbls. | ..gal. | .85 | .90 |
| Benzaldehyde, U. S. P. | ..lb. | 1.20 | 1.40 |
| Technical | ..lb. | .68 | .72 |
| Bleaching Powder, drums | ..100 lb. | 2.40 | 3.00 |
| Borax, pd., cryst., bbls., kgs. | ..lb. | .04 $\frac{1}{2}$ | .05 |
| Carbon Bisulphide, drums | ..lb. | .06 | .07 |
| Carbon Tetrachloride | ..lb. | .07 | .08 |
| Caustic, see Soda Caustic, Potash Caustic | | | |
| China Clay, filler | ..ton | 20.00 | 40.00 |
| Cresol, U. S. P., carbys. | ..lb. | .18 | .20 |
| Cresote, U. S. P., carbys. | ..lb. | .42 | .45 |
| Cresote Oil, drums | ..gal. | .14 | .17 |
| Formaldehyde, bbls. | ..lb. | .10 $\frac{1}{2}$ | .11 |
| Fullers Earth, bags | ..ton | 25.00 | 35.00 |
| Glycerin, C. P., drums | ..lb. | .30 | .32 |
| Dynamite, drums | ..lb. | .27 | .28 |
| Saponification, tanks | ..lb. | .20 | .21 |
| Soap, Lye, tanks | ..lb. | .18 | .18 $\frac{1}{2}$ |
| Hexalin, drums | ..gal. | 4.75 | 5.00 |
| Iodine, resubl. jars | ..lb. | 4.65 | 4.90 |
| Iodoform, bottles | ..lb. | 6.00 | 6.50 |
| Kieselguhr, bags | ..ton | 65.00 | 75.00 |
| Lanolin, see Adeps Lanae. | | | |
| Lead Acetate (Sugar Lead), white | ..lb. | .15 | .16 |
| Lime, live, bbls. | ..100 lb. | 1.10 | 1.20 |
| Menthol cases | ..lb. | 4.75 | 5.00 |
| Synthetic | ..lb. | 3.75 | 4.00 |
| Mercury Bichloride, kegs | ..lb. | 1.20 | 1.30 |
| Naphthalene, ref. flakes, bbls. | ..lb. | .05 | .06 |
| Nitrobenzene (Myrbane), drums | ..lb. | .10 | .11 |
| Paraffin, cases, slabs | ..lb. | .06 $\frac{1}{2}$ | .07 |
| Paradichlorobenzene, bbls. | ..lb. | .20 | .22 |
| Parafomaldehyde, cases | ..lb. | .45 | .50 |
| Petrolatum, bbls. (as to color) | ..lb. | .03 | .13 |
| Phenol (Carbolic Acid), drums | ..lb. | .18 | .22 |
| Pine Oil, bbls. | ..gal. | .69 | .72 |
| Potash, Caustic, drums | ..lb. | .07 $\frac{1}{4}$ | .08 |
| Potassium Bichromate, casks | ..lb. | .09 | .09 $\frac{1}{2}$ |
| Pumice Stone, powd. | ..100 lb. | 3.00 | 3.50 |
| Rosins (600 lb. bbls. gross for net)— | | | |
| Grade B to H, basis 280 lb. bbl. | ..bbl. | 12.60 | 12.60 |
| Grade K to N | ..bbl. | 15.00 | 15.75 |
| Grade WG and WW | ..bbl. | 17.50 | 18.75 |
| Wood, works | ..bbl. | 10.50 | |
| Rotten Stone, powd., bbls. | ..lb. | .02 $\frac{1}{2}$ | .05 |
| Silica, Ref., floated | ..ton | 20.00 | 30.00 |
| Soda Ash, Contract, wks., bags | ..100 lb. | 1.38 | 1.50 |
| Five bbls. up, local | ..100 lb. | 2.29 | 2.50 |
| Soda Caustic, Contract, wks. sld. | ..100 lb. | 3.00 | 3.20 |
| Five drums up, solid, local | ..100 lb. | 3.76 | 3.90 |
| Five drums up, grnd. flk. | ..100 lb. | 4.41 | 4.65 |
| Soda Sal, bbls. | ..100 lb. | 1.30 | 1.50 |
| Soda, Sesquicarbonate, bbls. | ..100 lb. | 3.00 | 3.75 |
| Sodium Chloride (Salt) | ..ton | 13.00 | 20.00 |
| Sodium Fluoride, bbls. | ..lb. | .11 | .12 |
| Sodium Hydrosulphite, bbls. | ..lb. | .24 | .28 |
| Sodium Phosphate, bbls. | ..lb. | .04 $\frac{1}{2}$ | .05 |
| (Trisodium phosphate) | | | |
| Sodium Silicate, 40 deg., drums | ..100 lb. | .80 | 1.25 |
| Drums, 60 deg. wks. | ..100 lb. | 1.70 | 2.00 |
| In tanks, 10c less per hundred works. | | | |
| Tar Acid Oils, 15-25% | ..gal. | .26 | .30 |
| Zinc Stearate, bbls. | ..lb. | .20 | .30 |

Oils—Fats—Greases

| | | | |
|---------------------------------------|--------|-------------------|-------------------|
| Castor, No. 1, bbls. | ..lb. | .13 $\frac{3}{4}$ | .14 |
| No. 3, bbls. | ..lb. | .12 $\frac{3}{4}$ | .13 |
| Blown, bbls. | ..lb. | — | .16 $\frac{3}{4}$ |
| Coconut, bbls., N. Y. | ..lb. | — | .09 $\frac{1}{4}$ |
| Tanks, Coast | ..lb. | — | .08 |
| Cod, Newfoundland, bbls. | ..gal. | .63 | .65 |
| Tanks, N. Y. | ..gal. | .61 | .63 |
| Copra, bags, N. Y. | ..lb. | — | .05 |
| Corn, ref., bbls., N. Y. | ..lb. | — | .11 |
| Crude, tanks mills | ..lb. | — | .06 $\frac{3}{4}$ |
| Bbls., N. Y. | ..lb. | — | .10 |
| Cottonseed, crude, tanks mill | ..lb. | — | .06 $\frac{3}{4}$ |
| PSY., bbls., N. Y. | ..lb. | — | .08 $\frac{1}{2}$ |
| Degras, Amer., bbls., N. Y. | ..lb. | .04 $\frac{3}{4}$ | .05 |
| English, light, bbls., N. Y. | ..lb. | .05 $\frac{1}{2}$ | .06 |
| Brown, bbls., N. Y. | ..lb. | .05 | .05 $\frac{1}{2}$ |
| Light brown, bbls., N. Y. | ..lb. | .04 $\frac{1}{4}$ | .04 $\frac{3}{4}$ |
| Dark, bbls., N. Y. | ..lb. | .04 | .04 $\frac{3}{4}$ |
| Neutral, bbls., N. Y. | ..lb. | .08 $\frac{1}{2}$ | .09 |
| Greases, choice white, bbls., N. Y. | ..lb. | .07 | .10 |
| Yellow | ..lb. | — | .06 $\frac{1}{4}$ |
| Brown | ..lb. | — | .05 $\frac{3}{4}$ |
| House | ..lb. | — | .06 $\frac{1}{4}$ |
| Bone Naphtha | ..lb. | — | .06 $\frac{1}{4}$ |
| Lard, prime steam, tierces | ..lb. | — | .13 |
| Compound, tierces | ..lb. | .10 | .10 $\frac{1}{2}$ |
| Lard Oil, edible prime | ..lb. | — | .15 |
| Off prime, bbls. | ..lb. | — | .13 |
| Extra, bbls. | ..lb. | — | .12 $\frac{1}{4}$ |
| Extra, No. 1, bbls. | ..lb. | — | .10 $\frac{1}{2}$ |
| No. 2, bbls. | ..lb. | — | .10 |
| Linseed, raw, bbls., spot | ..lb. | .10 $\frac{1}{4}$ | .11 |
| Tanks, raw | ..lb. | — | .09 $\frac{5}{8}$ |
| Boiled, 5 bbl. lots | ..lb. | — | .11 |
| Menhaden, crude, bbls., works | ..gal. | — | — |
| Crude, tanks, Balt. | ..lb. | — | .40 |
| Light pressed, bbls. | ..gal. | .58 | .60 |
| Yellow, bleached, bbls. | ..gal. | .61 | .63 |
| Extra bleached, bbls. | ..gal. | .63 | .65 |
| Oleo Oil, No. 1, bbls., N. Y. | ..lb. | — | .10 |
| No. 2, bbls., N. Y. | ..lb. | — | .09 $\frac{1}{4}$ |
| No. 3, bbls., N. Y. | ..lb. | — | .08 $\frac{1}{2}$ |
| Olive, denatured, bbls., N. Y. | ..gal. | 1.50 | 1.75 |
| Edible, bbls., N. Y. | ..gal. | 2.00 | 2.30 |
| Fats, bbls., N. Y. | ..lb. | — | .10 |
| Shipments | ..lb. | .09 $\frac{1}{2}$ | .09 $\frac{3}{4}$ |
| Palm, Lagos, casks, spot | ..lb. | — | .08 $\frac{1}{2}$ |
| Shipments | ..lb. | — | .07 $\frac{3}{4}$ |
| Niger, casks, spot | ..lb. | — | .07 $\frac{5}{8}$ |
| Shipment | ..lb. | — | .07 $\frac{1}{8}$ |
| Palm Kernel, tanks, N. Y. | ..lb. | — | .10 $\frac{1}{4}$ |
| Peanut, refined, bbls., N. Y. | ..lb. | .14 $\frac{1}{2}$ | .16 |
| Crude, bbls., N. Y. | ..lb. | — | .11 |
| Red Oil, distilled, bbls. | ..lb. | — | .09 $\frac{1}{2}$ |
| Saponified, bbls. | ..lb. | .09 $\frac{3}{4}$ | .10 |
| Tanks | ..lb. | — | .09 |
| Soya Bean, crude, tks., Pacific Coast | ..lb. | — | .09 $\frac{1}{4}$ |
| Crude, tanks, N. Y. | ..lb. | — | .11 $\frac{1}{4}$ |
| Crude, bbls., N. Y. | ..lb. | — | .11 $\frac{3}{4}$ |
| Refined, bbls., N. Y. | ..lb. | — | .14 |
| Stearic Acid, s. p. 200 lb. bags | ..lb. | — | .12 |
| Double Pressed | ..lb. | .12 | .12 $\frac{1}{2}$ |
| Triple pressed, bgs. | ..lb. | .14 | .14 $\frac{1}{2}$ |
| Stearine oleo, bbls. | ..lb. | — | .09 |
| Tallow, edible tierces | ..lb. | — | .08 $\frac{1}{4}$ |
| City, extra loose | ..lb. | — | .07 $\frac{1}{4}$ |
| Tallow oils, acidless, tanks, N. Y. | ..lb. | — | .10 $\frac{1}{4}$ |
| Bbls., c 1, N. Y. | ..lb. | — | .10 $\frac{3}{4}$ |
| Whale, nat. winter, bbls., N. Y. | ..gal. | — | .78 |
| Blchd., winter, bbls., N. Y. | ..gal. | — | .80 |
| Extra blchd., bbls., N. Y. | ..gal. | — | .82 |

LABELS

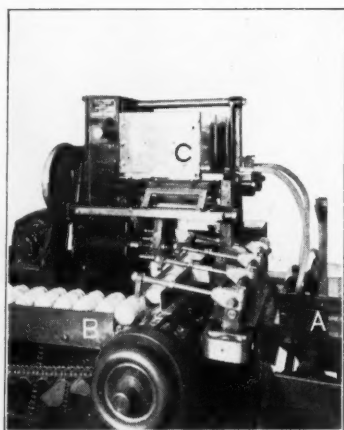
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Redis
Cedar
Cedar
Citronel
Java,
Cloves,
Copaiba
Eucalypt
Fennel,
Geranium
Houri
Hemlock
Lavender
Spice
Lemon,
Lemon
Linaloe
Neroli,
Petals
Artifi
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Rosema
Tech
Sandal
W. J
Sassafr
Artifi
Spear
Spruce
Thyme
Whit
Tech
Vetiver
Java
Ylang

CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

| | | | |
|---|-----|--------|--------|
| Almond, Bitter, U. S. P. | lb. | 2.90 | 3.50 |
| Bitter, F. F. P. A. | lb. | 3.00 | 3.75 |
| Sweet, cans | lb. | .85 | .95 |
| Apri cot, Kernel, cans | lb. | .62 | .65 |
| Anise, Tech., cans | lb. | .58 | .60 |
| U. S. P., cans | lb. | .60 | .65 |
| Bay, tins | lb. | 2.00 | 2.10 |
| Bergamot, coppers | lb. | 7.50 | 8.00 |
| Artificial, cans | lb. | 2.50 | 3.50 |
| Birch Tar, rect., bot. | lb. | .55 | .60 |
| Crude, tins | lb. | .18 | .20 |
| Boise de Rose, tins | lb. | 2.10 | 2.50 |
| Cade, cans | lb. | .27 | .29 |
| Caiput, native, tins | lb. | .75 | .80 |
| Calamus, bot. | lb. | 3.75 | 4.00 |
| Camphor, Sassy, drums | lb. | — | 1.14½ |
| White, drums | lb. | .11½ | .12 |
| Cananga, native, tins | lb. | — | 5.25 |
| Rectified, tins | lb. | — | 5.75 |
| Caraway Seed | lb. | 1.80 | 1.90 |
| Cassia, 80-85% | lb. | 1.65 | 1.75 |
| Redistilled, U. S. P., cans | lb. | 2.00 | 2.15 |
| Cedar Leaf, tins | lb. | .85 | 1.00 |
| Cedar Wood, light, drums | lb. | .35 | .40 |
| Citronella, Ceylon, drums | lb. | .35 | .40 |
| Java, drums | lb. | .55 | .65 |
| Cloves, U. S. P., cans | lb. | 1.05 | 1.75 |
| Copaiba | lb. | .40 | .45 |
| Eucalyptus, Austl., U. S. P., cans | lb. | .53 | .56 |
| Fennel, U. S. P., tins | lb. | .80 | .90 |
| Geranium, African, cans | lb. | 2.75 | 3.00 |
| Bourbon, tins | lb. | 2.75 | 3.00 |
| Hemlock, tins | lb. | .85 | .90 |
| Lavender, U. S. P., tins | lb. | 3.75 | 4.25 |
| Spice, Spanish, cans | lb. | 1.00 | 1.30 |
| Lemon, Ital., S. P. | lb. | 2.30 | 2.50 |
| Lemongrass, native, cans | lb. | 1.05 | 1.10 |
| Linaloe, Mex., cases | lb. | 2.25 | 2.40 |
| Neroli, Bigarade, ¼ & 1 lb. bot. | lb. | 75.00 | 100.00 |
| Petale, 1 lb. bot. | lb. | 100.00 | 125.00 |
| Artificial, 1 lb. bot. | lb. | 10.00 | 20.00 |
| Nutmeg, U. S. P., tins | lb. | 1.65 | 1.70 |
| Orange, bitter, tins | lb. | 2.70 | 2.90 |
| Sweet, W. Ind., tins | lb. | 2.60 | 2.75 |
| Italian, cop. | lb. | 2.65 | 2.75 |
| Distilled | lb. | 1.70 | 1.80 |
| Ori ganum, cans tech. | lb. | .25 | .28 |
| Patchouli | lb. | 7.00 | 7.50 |
| Pennyroyal, dom. | lb. | 2.00 | 2.15 |
| Imported | lb. | 1.75 | 2.00 |
| Peppermint, nat. cases | lb. | 4.75 | 5.00 |
| Redis, U. S. P., cases | lb. | 5.50 | 6.00 |
| Petit Grain, S. A., tins | lb. | 2.00 | 2.10 |
| Pinus Sylvestris | lb. | .85 | 1.25 |
| Pumilio, U. S. P. | lb. | 2.25 | 2.50 |
| Rose, French | oz. | 9.00 | 9.50 |
| Bulgarian | oz. | 9.50 | 11.00 |
| Artificial | oz. | 2.00 | 2.75 |
| Rosemary, U. S. P., drums | lb. | .50 | .60 |
| Tech., lb. tins | lb. | .40 | .45 |
| Sandalwood, E. Ind., U. S. P. | lb. | 7.10 | 7.25 |
| W. Indian (Amayris) | lb. | 1.80 | 2.00 |
| Sassafras, U. S. P. | lb. | .80 | 1.00 |
| Artificial | lb. | .25 | .28 |
| Spearmint, U. S. P. | lb. | 4.50 | 5.00 |
| Spruce | lb. | .85 | .90 |
| Thyme, red, U. S. P. | lb. | .75 | .80 |
| White, U. S. P. | lb. | .95 | 1.00 |
| Tech. | lb. | .65 | .70 |
| Vetivert, Bourbon | lb. | 15.00 | 17.00 |
| Java | lb. | 20.00 | 22.00 |
| Ylang Ylang, Bourbon | lb. | 6.00 | 8.00 |

Aromatic Chemicals

ISOLATES

| | | | |
|---------------------------|-----|-------|-------|
| Anethol | lb. | 1.00 | 1.25 |
| Citral | lb. | 2.75 | 3.00 |
| Citronellal | lb. | 2.50 | 3.00 |
| Eucalyptol, U. S. P. | lb. | .90 | .95 |
| Eugenol, U. S. P. | lb. | 2.75 | 3.00 |
| Geraniol, Domestic | lb. | 2.25 | 3.50 |
| Imported | lb. | 2.50 | 3.75 |
| Iso-Eugenol | lb. | 3.75 | 3.90 |
| Linalool | lb. | 4.50 | 6.50 |
| Rhodinol | lb. | 16.00 | 20.00 |
| Safrol | lb. | .29 | .31 |
| Thymol, U. S. P. | lb. | 3.10 | 3.30 |

SYNTHETICS

| | | | |
|--------------------------------------|-----|-------|-------|
| Acetophenone, C. P. | lb. | 3.50 | 3.75 |
| Benzaldehyde, tech. | lb. | .70 | .75 |
| Benzyl Acetate | lb. | 1.35 | 1.50 |
| Alcohol | lb. | 1.45 | 1.50 |
| Benzoate | lb. | 1.10 | 1.25 |
| Citronellol | lb. | 6.00 | 9.00 |
| Citronellyl Acetate | lb. | 13.00 | 14.00 |
| Commurin | lb. | 3.60 | 3.75 |
| Diphenyl oxide | lb. | 1.00 | 1.25 |
| Geranyl Acetate | lb. | 4.50 | 5.00 |
| Heliotropin, dom. | lb. | 1.75 | 2.00 |
| Hydroxycitronellal | lb. | 10.00 | 11.00 |
| Indol, CP | oz. | 6.00 | 6.50 |
| Ionone | lb. | 6.00 | 9.00 |
| Linalyl Acetate | lb. | 3.50 | 7.50 |
| Menthyl | lb. | 3.75 | 4.00 |
| Methyl Acetophenone | lb. | 3.75 | 4.25 |
| Anthranilate | lb. | 2.50 | 3.25 |
| Paracresol | lb. | 8.00 | 9.00 |
| Salicylate, U. S. P. | lb. | .47 | .50 |
| Mirbane, rect. | lb. | .11 | .15 |
| Musk Ambrette | lb. | 7.00 | 8.00 |
| Ketone | lb. | 7.00 | 10.00 |
| Xylene | lb. | 2.75 | 3.25 |
| Phenylacetaldehyde | lb. | 7.00 | 8.50 |
| Phenylacetic Acid, 1 lb. bot. | lb. | 3.00 | 3.25 |
| Phenylethyl Alcohol, 1 lb. bot. | lb. | 5.50 | 6.50 |
| Terpinyl Acetate, 25 lb. cans. | lb. | 1.10 | 1.40 |
| Terpeneol, CP, 1,000 lb. drs. | lb. | .35 | .38 |
| Cans | lb. | .37 | .40 |
| Vanillin, U. S. P. | lb. | 7.00 | 7.50 |

Miscellaneous

| | | | |
|--------------------------------|------|------|------|
| Insect Powder, bbls. | lb. | .21 | .25 |
| Concentrated Extract | gal. | 2.00 | 2.10 |
| Gums— | | | |
| Arabic, Amb. Str. | lb. | .11 | .13 |
| White, powdered | lb. | .19 | .20 |
| Karaya | lb. | .10 | .15 |
| Tragacanth, Aleppo, No. 1 | lb. | 1.55 | 1.65 |
| Sorts | lb. | .50 | .60 |
| Turkish, No. 1 | lb. | 1.20 | 1.30 |
| Waxes— | | | |
| Bayberry, bgs. | lb. | .28 | .30 |
| Bees, white | lb. | .60 | .65 |
| African, bgs. | lb. | .39 | .40 |
| Refined, yel. | lb. | .45 | .46 |
| Candelilla, bgs. | lb. | .35 | .37 |
| Carnauba, No. 1 | lb. | — | .75 |
| No. 2, Yel. | lb. | .50 | .52 |
| No. 3, Chalky | lb. | .36 | .38 |
| Japan cases | lb. | .25 | .26 |
| Paraffin, ref. 125-130. | lb. | .06½ | .07 |
| Pine Oil, stu. dist. | gal. | .69 | .72 |
| Tar Oil, bbls. dist. | gal. | .50 | .55 |
| Commercial grade | gal. | .32 | .40 |

They qualify wherever the best

soapmaking materials are required.



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Liquid Chlorine*

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Caustic Soda

Soda Ash

Agents for

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MESSINA ITALY

Essential Oils

The Outlook in Raw Materials

(Continued from Page 17)

saw a weak market and some short sales by producers. This slump followed the spectacular rise of 1925 due to the new anti freeze demand. Lye on 80% basis sold under 14c in March. With a beginning of buying and high cabled prices from Europe due to small stocks there, domestic prices rose steadily until crude commanded 18½c. Imports from abroad increased due to the high prices ruling and during the first ten months of 1926, 8,500,000 lbs. of refined were imported, against 2,059,565 in the whole year 1925, 1,500,644 lbs. in 1924, and 585,792 in 1923. During the same 1926 period, 24,500,000 lbs. of crude came in, 5,000,000 more than the full year of 1925. Germany and Holland supplied most of the refined, and Belgium and France the crude. In spite of the tremendous imports, the market held firm through most of the year, softening at the close as buyers held off and imported goods were offered at lower prices.

Peterman Buys Out Flyosan

William Peterman, Inc., New York, one of the pioneer manufacturers of household insecticides, has purchased all the stock of the Colonial Chemical Co., Reading, Pa. and has merged the business with that of Peterman. Colonial Chemical have been manufacturers of "Flyosan" since 1920, and the acquisition of this product by Peterman completes their line of household insecticides. Other Peterman products include their Roach Food, their Discovery, Ant Food and Moth Food.

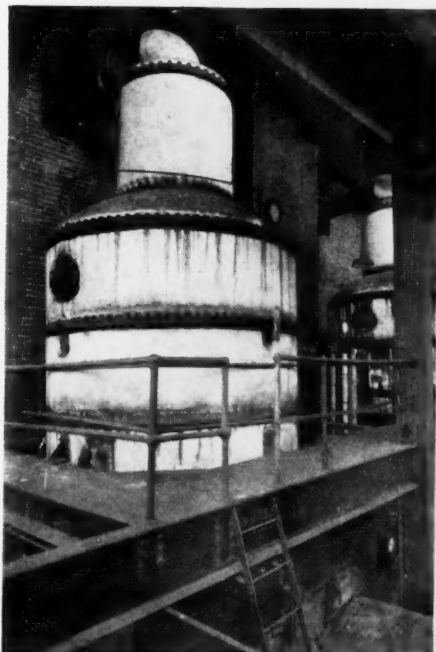
Metal polish exports amounted to 178,645 pounds, valued at \$26,446, in October. Shoe polish exports totaled 271,098 pounds, sold for \$84,237, in the same month, with exports of all other blackings and polishes reaching 401,426 pounds, valued at \$73,902. The United Kingdom, Canada and Cuba were important buyers of all classes.

Textile, auto and hand soaps will soon be manufactured by Maxwell Krich in a new factory at Vineland, N. J. Most of the machinery has already been installed and it is expected that trade names for the products will be announced shortly.

James S. Kirk & Co., Chicago, are planning construction of a new eight story addition to their plant. Cost of building and Equipment will be \$400,000.



Fatty Acid Stills



WURSTER & SANGER engineers have designed most of the Fatty Acid Distillation Plants installed in recent years and we have acted in an advisory and consulting capacity to others. Our engineers have brought the distillation of fatty acids to its present simplified and highly developed form.

Our improved equipment, properly designed, built and installed, with modern facilities for positive and simple control, give large capacities, high yields and superior products.

Several new features are incorporated in our recently designed plants.

New Plants Designed—

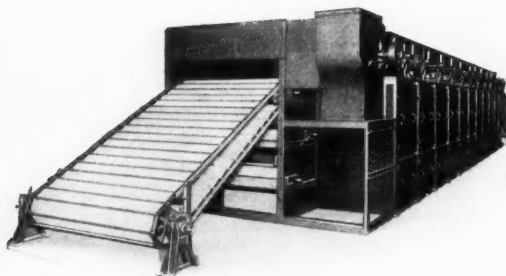
Old Plants Remodeled

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Complete Plants For

Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

On drying Soap



NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.
 GRANITEVILLE MASSACHUSETTS

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TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with
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Better Dissolving Properties

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



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PACKAGING MACHINERY NEXT!

In the December issue of SOAP in discussing "Packages for Powder and Chip Soaps," it was stated that "it was imperative that soap powder packages be tightly wrapped." What was actually meant instead was wax-wrapped." Later the term "tight sealing" was used. By this was meant the ordinary wax or similar wrapper, and not necessarily tight wrapping in the technical sense of the packaging expert. This should clear up these two points for those who called them to the attention of the Editor.

The next article in the series on packages and packaging will be published in the February issue of SOAP. It will cover automatic packaging and machinery as it applies to the soap and allied industries.

The Editors.

Dr. George D. Rosengarten, vice-president of Powers-Weightman-Rosengarten Co., Philadelphia manufacturing chemists, has been elected president of the American Chemical Society for the year 1927.

Darling & Co., Chicago stearic acid and vegetable oil manufacturers suffered a \$100,000 loss, when their plant was damaged by fire recently.

Alkalies in Soapmaking

(Continued from Page 21)

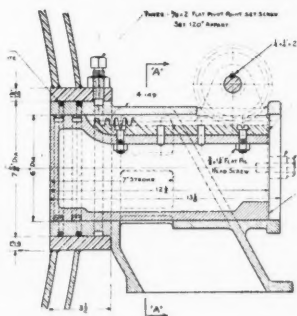
soda soap, the curd would also be richer in salt. The net result is that in every case soaps of poorer appearance are obtained.

The Effect of Temperature

A POINT that deserves particular attention is the temperature at which the soap or the soap solution is treated. Thus at the boiling point a soap will take up much less salt than a soap which is prepared at a lower temperature. This fact is utilized for example in the manufacture of Marseilles soap, so much used in the textile industry. Below the boiling temperature, the soap can absorb appreciable quantities of sodium chloride, with the result that it loses its stability and, as the temperature drops, separations take place due to the increased electrolytic sensitivity of the soap. This phenomenon is particularly observed in the case of boiling over a fire, as in this case, graining out is effected at temperatures far below the boiling point. Such a soap must always be richer in salt than one which is prepared with steam at the boiling temperature, particularly if a considerable proportion of paste fats is still present in the stock. The net result is economy in the use of fats and the possibility of working at a

The Pocketless Valve!

a new valve for crutchers, mixers and kettles



THIS new valve fits flush to the bottom of the machine, on the inside, absolutely eliminating any pockets. It is water and lye tight. Send for complete information and detailed drawings.

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temperature which is as close as possible to the boiling point.

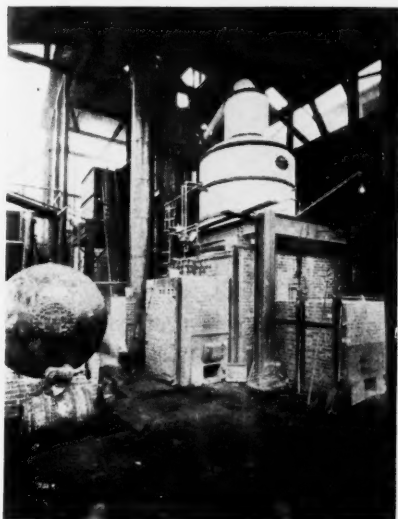
The Use of Silicate

AN interesting substance used by the soap maker is sodium silicate or water glass. This substance is used exclusively as a filler and is very useful for this purpose. The fact that it is a colloidal substance means everything in its favor, for soap is colloidal too and the two materials mix together well. From a practical standpoint, the behavior of silicate in the soap is such that it permits the outer surface of the soap to harden, thus exerting a mechanical protective action. In the use of water glass, it is recommended that an excess of sodium hydroxide be first added to it before it is mixed with the soap, so that it is incorporated with the latter more readily. The excess of caustic soda in the water glass also prevents the precipitation of silicic acid. If this practice is not followed out, it will be found that the viscosity of the soap solution will increase to such a point after the silicate has been added that it will become impossible to stir the mass and silicic acid will then separate out.

In mixing curd soaps with water glass care should be taken to obtain as thorough mixing of the ingredients as possible, for otherwise the soaps will easily develop characteristic spots and stripes which will of course betray the presence of the filling. The proportion of alkali that must be added to the sodium silicate varies in accordance with the proportion of silicic acid in it, for the more the latter ingredient, the more caustic must be added. On the average, five kilograms of 38 degrees Be caustic soda lye are required for every hundred kilograms of 38 degrees Be solution of silicate.

The addition of sodium hydroxide to the sodium silicate prevents the latter from coagulating into a complicated mass. Mutual absorption then takes place between the fatty acid alkali and silicic acid. The sodium hydroxide contained in the water glass in the free state is absorbed by the soap. Furthermore the silicic acid absorbs fatty acid alkali, while the water is absorbed by the soap. Then again, it must be mentioned that the soap itself will absorb quantities of water glass. The extra addition of sodium hydroxide to the sodium silicate has the result of making both solutions approach each other quantitatively in their composition and form a unit system.

Premier Polish Co., Brooklyn, recently incorporated for \$10,000 to make polishes for cleaning leather. J. Trachman, M. M. Larkin and J. E. Vennitt were the incorporators.



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GARRIGUE Fatty Acid Stills represent the very best construction. Our special furnace design, which maintains a uniform heat over the entire bottom of the still, together with our improved steam distributing system give increased yields, improved color of finished stock, and fuel economy. The valve controls are conveniently located and simple to operate.



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Soap Powder Manufacture

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- 1 New Albright Well Amalgamator
- 4 Chippers, 20", 24", 30".
- 8 Crutchers—Dopp & H-A—Strunz — 1500 #,
3000 #, 3600 #
- 200 Soap Frames—600 #, 1200 #, 1500 #
- 2 Stone Mills—H-A, 12"x24", 3 Roll and
18"x24", 3 Roll
- 2 Steel Mills—H-A, 14"x36", 5 Roll
- 1 Blanchard Mill—10A
- 3 Plodders—H-A, 8" and 10"—Huber 10"
- 10 Foot Presses—H-A—Huber, Dopp, Emire
- 2 Scouring Presses—H-A
- 2 Power Presses—Ralston, Jones
- 3 Remelters—Acme 30"x12½", 2 H-A 42"x6"
- 1 Slabber—H-A 600"
- 1 Continuous Chip Dryer—Proctor & Schwartz
1500 #
- 1 Glycerine Evaporator—Garrigue Complete
- 15 Filter Presses—12", 18", 24", 30", 36", 42".
- 75 Kettles and Pots—Plain, Jacketed, or Agitated
20 gals. to 2000 gals.
- 4 Soap Kettles—4 Kettles 50 tons each.
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- Dryer—**
- 1 Sargent Automatic Soap Chip Dryer, 1200 #
per hour, complete with Chilling rolls.
- Filter Presses—**
- 8 Filter Presses, Iron, 18, 24, 30, 36 & 42 in. sq.
- Engines—**
- 6 Vertical Engines, 15 and 25 H.P.
- Evaporator—**
- 1 Garrigue Glycerine 48" dia. 3 section complete
with salting out pan, pumps, etc.
- Stone Mills—**
- 2 18" x 24", 4 roll
- Presses—**
- 2 Houchin-Aiken Foot Press. Empire State.
- 1 Jones Automatic Press
- Frames—**
- 350, 600, 1200 # capacity—steel sides
- Pumps—**
- 4 Worthington Duplex Steam Pumps
- 9 Centrifugal and Rotary Iron Pumps
- Plodders—**
- 4 6", 8" & 10" Houchin-Aiken
- Tanks and Kettles—**
- 30 Jacketed Iron Kettles, 10-2000 gals.
- 20 Steel Storage Tanks, 100-12000 gals.
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200 gals.
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- Crutchers—H-A, Dopp & Doll, 1000 #, 1200 #,
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